

The  
National

# Wool Grower

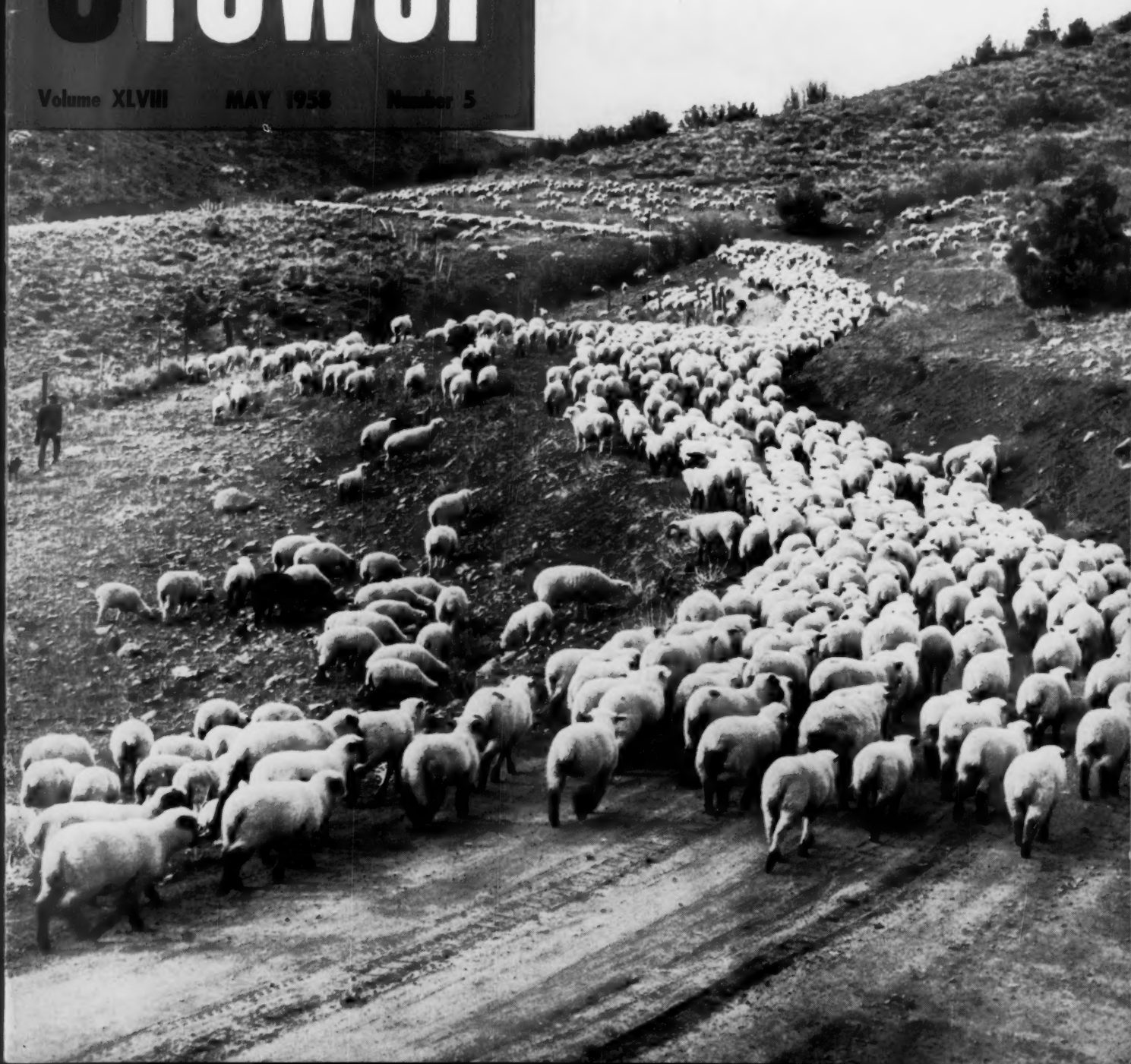
Volume XLVIII

MAY 1958

Number 5

IN THIS ISSUE:

"How Can We Improve the  
Marketing of Our Lambs?"





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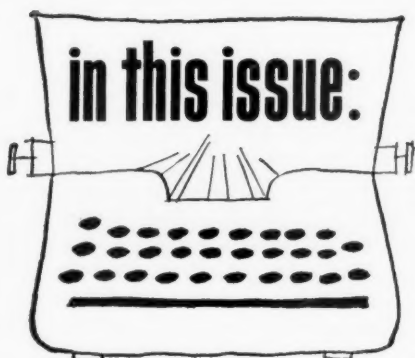
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#### HOW TO IMPROVE LAMB MARKETING:

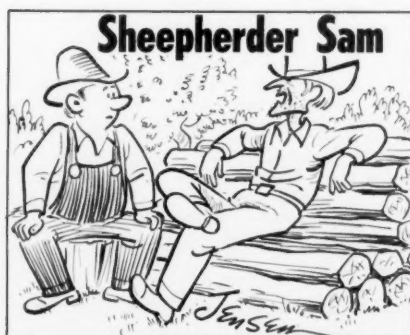
Prominent representatives of producers, feeders, packers, and retailers discussed lamb marketing problems from their points of view at the Phoenix convention of the National Wool Growers Association. For the benefit of those who were unable to attend the convention, the statements made by the five panelists and the moderator are presented in this issue commencing on page 10.

#### ARE YOU SELLING YOUR WOOL ON THE CLEAN BASIS?:

There is an increasing number of wool growers selling their clips on a clean basis with core tests for shrinkage. If you are one of them, you will wish to study some of the pitfalls that should be avoided in such a transaction. They are listed in a timely article by Alexander Johnston of Wyoming University's Wool Department, page 19.

#### PRESIDENTS' SECTION:

Highly appreciated always are the contributions made each month by the presidents of State wool growers' associations. This month there are some well-expressed opinions on a number of interesting topics. Page 17.



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May, 1958

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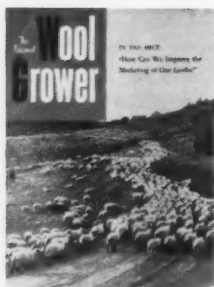
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## THE COVER:

We may be a little premature with our cover picture, but it won't be long now until flocks in the range country generally will be moving to higher country. Monk and Parma Tyson, sheep photographers of Hotchkiss, Colorado, caught this large flock on the road to McClure Pass, above Paonia in western Colorado.

The **NATIONAL WOOL GROWER**  
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National Wool Growers Association

# May 1958

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414 CRANDALL BUILDING, SALT LAKE CITY 1, UTAH  
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# Research News

A Utah State University scientist has invented a plastic device for studying sheep nutrition which eliminates 90 percent of the guesswork which normally shrouds such studies.

With the invention, sheep "chomp away" on grass and browse and swallow the material—but only part of it reaches the stomach.

The device, a little plastic tube about an inch in diameter and an inch long, permits researchers to take samples of material being swallowed during grazing directly from the sheep's esophagus or "food pipe." The tube, devised by Dr. C. Wayne Cook, has a screw cap on one end and a flange on the other. It is called a cannula.

The cannula is placed in the sheep's esophagus during an operation. The flange end of the tube is inserted, while the screw cap is left protruding from the sheep's throat, somewhat like the air valve of an innertube.

When samples are taken, the screw cap is removed and a waterproof canvas bag tied around the sheep's neck. Ingested materials fall into the bag and scientists have nearly perfect samples for studying nutrition. At other times, the cap is kept on the tube and forage is normally consumed.

A strengthened research program to "develop grazing practices for livestock on forests and related ranges which will improve forage and livestock production" was recommended to the United States Department of Agriculture by its Forest Research Advisory Committee.

The committee, which met in Ogden, Utah, also made numerous other recommendations to the USDA, among which was a request to increase studies to "determine the effect of range practices on runoff and erosion."

The development of an "Anti-Blote Salt," which apparently reduces the occurrence of "legume-bloat" in sheep from 32 to 51 percent, has been reported by the Morton Salt Company.

The Morton release said, "A recent test conducted at Mississippi State Col-

lege indicates the incidence of 'legume-bloat' in sheep being fed 'Anti-Blote Salt' according to directions reduced bloat about 32 percent in the first test, 40 percent in the second and 51 percent in the third."

The report also indicated the "Anti-Blote Salt" is less effective in reducing bloat in some sheep than in others.

The United States Department of Agriculture was advised by its Sheep and Wool Research and Marketing Advisory Committee to "strengthen research" into several fields of wool marketing.

The committee recommended the Department conduct further research to determine "the influence of classification and market information services on wool prices to producers and improvements in handling and preparing wool at warehouses."

The U. S. Industrial Chemicals Co. reports tests conducted at Iowa State College reveal that sheep which were fed USICC's Morea liquid feed brought greater profits than other sheep, not given the new supplemental food.

The USICC report states five groups of 200 animals, four feed products and a standard commercial ration were involved in the tests.

Morea-fed lambs made 17 percent higher gains than lambs fed control ration and produced more prime carcasses than any other group," the report indicated.

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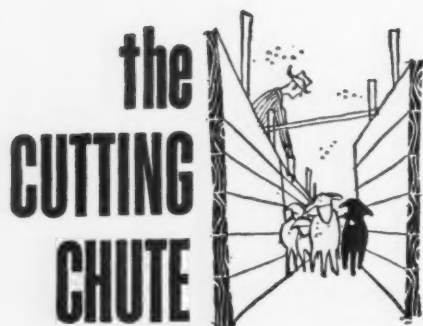
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### Agriculture Hall of Fame planned

Plans were formulated in Kansas City, Missouri, in April for the nation's agricultural leaders to meet early in May to develop ways and means of establishing an Agricultural Hall of Fame.

The Hall of Fame is the brain child of Howard A. Cowden, president and general manager of Consumers Cooperative Association. The idea has the backing of Vice President Richard Nixon, former President Harry S. Truman, 28 United States Senators, 17 United States Congressmen and 30 State governors.

### New Zealand exporters develop new markets in Greece, Israel

New Zealand meat exporters, in a concerted effort to develop markets outside the United Kingdom, have obtained two new outlets in Greece and Israel.

Greece wants 500 tons of ewe mutton quarterly from New Zealand for its army, while Israel is soon scheduled to start receiving kosher beef from the Island. To fill the Israeli order specific type slaughter pens were constructed and special Schochatim (ritual slaughterers) were imported from Israel.

### USDA leaflet warns stockmen

In a leaflet entitled "Watch Your Step! Avoid Farm Accidents," the United States Department of Agriculture warns stockmen to use caution in handling livestock.

Among the "hints" listed in the leaflet are: Handle stock quietly, gently, firmly and with suitable equipment; learn and apply every precaution in treating and quarantining sick animals; use caution and follow instructions of a competent veterinarian when handling seriously diseased animals, and keep fences, gates and other equipment in good repair.

### Survey of wool and wool top futures markets

The U. S. Department of Agriculture on April 9, issued a survey report by the Commodity Exchange Authority showing participation of speculators and hedgers in the wool and wool top futures markets conducted by the Wool Associates of the New York Cotton Exchange.

Roger R. Kauffman, Administrator of the Commodity Exchange Authority, said the basic composition of both the wool and wool top futures markets, as shown by the survey, was that of speculators holding the greatest part of the "long" positions and hedgers the bulk of the "short" positions.

Hedgers are non-speculative traders, such as merchandisers, processors, and producer cooperatives, who seek to balance their price risks in commodity inventories and requirements by taking opposite price risks in the futures market.

The CEA Administrator said traders in Boston with hedging positions accounted for a very substantial portion of total open contracts in both wool and wool top futures. New York City led in number of speculative traders in both commodities. Traders were located in most of the 48 States and in 14 foreign countries.

The largest positions in wool futures were held by four traders—all hedgers. In wool top futures the largest positions were held by six traders.

### Australian wool growers complete biggest national promotion drive

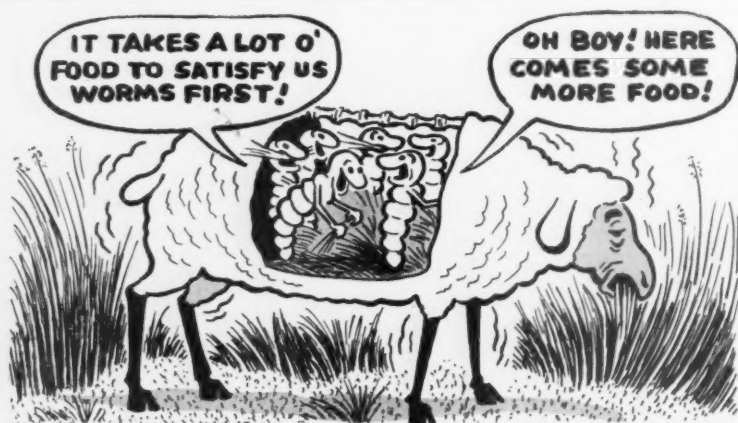
The biggest nation-wide wool sales promotion program ever conducted in Australia was completed April 30, under direction of the Australian Wool Bureau.

Bureau Chairman T. G. Carter said the drive was designed to increase wool's share of the Australian clothing market. Retail stores and wool fabric and garment manufacturers throughout the commonwealth collaborated with the Wool Bureau on the campaign.

### 1958 forest grazing fees

Grazing fees on National Forests for calendar year 1958 average 39 cents for cattle and 9.75 cents for sheep per head per month. Average fees in 1957 were 34 cents for cattle and 9 cents for sheep.

The 1957 average prices received by stockmen in the 11 Western States for sheep and lambs and cattle on which the adjustment in fees is based, have not yet been released by the Agricultural Marketing Service.



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### Regional conference on wool preparation and marketing

Federal and State Agricultural Extension Service workers in the 11 Western States have scheduled a regional conference on wool preparation and marketing at the Montana State College, Bozeman, on June 4, 5, and 6, 1958.

This is a first step in developing a program of wool information for domestic growers. The conference program includes panel discussions on problems and needed improvements in wool preparation and marketing from the viewpoints of producers, handlers, and processors. Formal addresses by experts will also be made on such topics as grading of wool, developing a classification and market information service for wool producers, practical wool grades and specifications, and various types of wool marketing.

Through the conference it is expected that wool education will be developed to a much greater degree than has been attempted heretofore.

### 12 percent more cattle on feed

On April 1 of this year there were 4,896,000 head of cattle and calves on feed for market in 13 major feeding States, according to the Crop Reporting Board. This was 12 percent above a year earlier and two percent less than the number on feed January 1. The Board points out that the January to April decline this year was much less than usual and compares with a 15 percent drop during the same period of both 1957 and 1956. Cattle feeders reporting marketing intentions in the 13 States on April 1, 1958, indicate that 58 percent of the 4,896,000 head on feed April 1 are expected to be marketed after July 1. Of the remaining 42 percent, 13 percent are expected to be marketed in April, 14 percent in May, and 15 percent in June.

### Australians expect \$2.25 million savings from measuring device

The Australian sheep industry anticipates saving some \$2.25 million as a result of new, delicate measuring instruments installed in the laboratory of the newly formed Australian Wool Testing Authority.

Australian wool growers estimate they were losing \$2.25 million annually under the international standard of allowing for moisture content in bales of wool. The new measuring instrument enables growers to accurately estimate moisture content. Overseas invoices will then be adjusted, thereby eliminating losses.

### USDA reports less feed grains, hay acreage planned for 1958

In a report released April 7, the USDA said farmers intend cutting acreage planted in feed grains by some four percent from 1957. Some two percent greater corn acreage is contemplated, but this increase is "more than offset" by proposed reductions of eight percent in oats, three percent in barley and 13 percent in sorghum, the Department reported.

Farmers also intend cutting hay acreage two percent from 1957, or to about 72.5 million acres. This would be the lowest hay acreage since 1948.

### New Zealand meat exports

"New Zealand lamb slaughter has declined considerably within recent weeks, and production is not up to the levels expected earlier." This statement appears in the April 21 release of Foreign Crops and Markets by USDA's Foreign Agricultural Service. This has resulted in some cancellation of shipments to the United Kingdom, but "exports to other markets such as the United States, Japan, and Canada, have been maintained, and the percentage of the Dominion's beef exports going to these 'outside' markets has increased sharply."

The chief attraction in the United States, of course, is the price. New Zealand imports can be sold here at lower prices than domestic products can be produced, but still higher than United Kingdom prices.

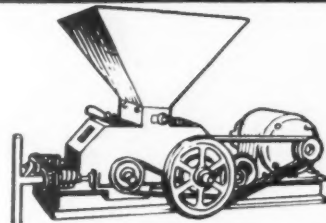
### Another Competitor for Sheep

The arctic musk ox is currently being domesticated for its wool on a farm near Burlington, Vermont.

A native of northern Canada, the heavy-horned, cow-like beast is said to have wool like cashmere, only much longer fibered. The wool lies under a coarse outer hair, which the ox sheds in late spring. An adult animal yields approximately six pounds of wool, which can be pulled off in large sheets.

The adult oxen now in Vermont, were captured in 1954, when they were still calves. They were raised to maturity on the farm.

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## Evasion of FTC jurisdiction

The Giant Food Shopping Center, Inc., was recently charged by the Federal Trade Commission with unfair trade practices. On March 24, 1958, the corporation filed a motion to dismiss the complaints on the grounds that the FTC did not have jurisdiction as the Giant Food Shopping Center is a "packer" subject to the Packers and Stockyards Act of 1921. To prove its "packer" status, the Center filed with the FTC a 100-share certificate of stock in Armour & Company, dated March 21, 1958.

## Wyoming rancher buys big spread

Herman Werner, prominent Casper, Wyoming, livestockman recently purchased the 75,000 acre 3-T Ranch near Casper.

The ranch, some 5,500 cattle, 2,000 sheep and several producing oil wells reportedly sold for more than \$1 million.

The new acquisition is adjacent to present Werner holdings northwest of Casper. The newly combined ranches total approximately 275,000 acres.

## New monthly report on wool and wool top futures

The U. S. Department of Agriculture on April 14 released the first issue of a monthly report showing the amount of speculative and hedging positions of large traders in wool and wool top futures, as reported to the Commodity Exchange Authority. The inauguration of the new report, at the beginning of the 1958 wool clip year, will broaden the flow of information on the wool and wool top futures markets.

The title of the new monthly report is, "Commitments of Traders in Wool and Wool Top Futures." Requests to be placed on the mailing list for the report should be addressed to the Commodity Exchange Authority, U. S. Department of Agriculture, Washington 25, D. C.

## Jessie Naylor featured

Mrs. Robert (Jessie) Naylor of Emmett, Idaho, is featured in an article in the April 20 issue of "This Week," a supplement to Sunday newspapers across the country. Jessie is described in the article as a "great lady of the sheep world" and her many friends in the sheep industry will attest to that. With her husband and two brothers, NWGA Vice President David Little and Andrew Little, Jr., Jessie has carried on the operation of the extensive ranch holdings of her famous father, Andrew Little, since his death. Also featured in the article are several of Jessie's best lamb recipes.

## Western water supply best in years

Water supplies for almost all irrigated areas of the Western States are expected to be good to excellent in 1958, according to a snow survey made early in April. Details of the survey, including a summary of the findings for 16 Western States and British Columbia, are available from the Office of Information, U. S. Department of Agriculture, Washington 25, D. C.; or from the Soil Conservation Service, 209 S. W. Fifth, Portland 4, Oregon.

## Tips given on fleece preparation

A warning to sheepmen who plan to enter fleeces in wool shows during 1958 has been issued by Wyoming University's wool research department.

Big fleeces with the brightest color, longest staple, most crimp and uniform fineness or grade throughout will rate highest in shows, the university reports. The school also cautions sheepmen to remove excessive non-wool material from fleeces.

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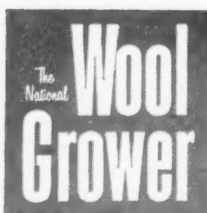
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## WASHINGTON NEWS ROUNDUP

# Wool Act Extension Gets Committee OK; Funds Asked for Textile, Wool Studies

April 24, 1958

Revised S. 1356

**T**HE Senate Agriculture Committee on April 16, approved S. 2861, the bill to extend the National Wool Act for an additional four years or until March 31, 1963.

The Committee made one amendment to the bill. At the time of the hearings, the growers had asked that the bill be amended to make sure ample funds were available to carry out the intent to increase production by providing a sufficiently high incentive price. The growers suggested that this be done by providing 70 percent of the *ad valorem* tariff duties collected on wool products as well as the 70 percent of the *specific* duties provided in the present act. The Committee did not agree with this method but did vote to amend the bill to provide that the 70 percent of specific duties would no longer be a limiting factor. Instead they authorized that appropriations be made to cover the cost of the act in the event the 70 percent of specific duties is insufficient to carry out the purposes.

The official committee report was presented to the full Senate on Monday, April 21, with a recommendation that it do pass. Early floor action by the Senate is hoped for.

There has been no further action by the House Agriculture Committee which is considering companion legislation.

### Textile Industry Study

The Senate Interstate and Foreign Commerce Committee is asking Congress for a \$25,000 appropriation to conduct a public investigation of the plight of the textile industry.

### Wool Fabric Research

Senators Saltonstall and Kennedy of Massachusetts are asking Congress under S. 3592 to appropriate not to exceed a million and a half dollars yearly for a research program in the woolen and worsted fabrics industry. If secured, the funds are to be used to support economic, applied scientific, and technical research relating to the manufacture, utilization, and marketing of woolen and worsted fabrics.

The O'Mahoney-Watkins Bill, S. 1356, concerned with the jurisdiction over meat packer activities, was considered at a joint meeting of the Senate Agriculture and Judiciary Committees on April 17. On April 21, the Senate Agriculture Committee considered the bill in executive session. At that time, a proposal to substitute the Cooley Bill, H. R. 9020, for S. 1356, was defeated. However, a modification was approved in the latter bill to provide for concurrent jurisdiction by the Federal Trade Commission and the Department of Agriculture over the merchandising of meat and meat products for a period of three years. Extension of such provision beyond a three-year period, we understand, would be at the discretion of Congress. The USDA would still have jurisdiction over all livestock transactions, and the Federal Trade Commission jurisdiction over the merchandising of all products sold by packers except meat and meat products.

On April 22, a joint report was issued by the Committees, but with each one offering a different amendment. The Agriculture Committee recommended the amendment described above and the Judiciary Committee adhered to its 1957 position that the Federal Trade Commission should be given jurisdiction over all packer activities except those connected with livestock.

### Humane Slaughter Hearings

H. R. 8308, the humane slaughter bill introduced by Representative Poage of Texas which passed the House on February 4, comes up for hearings before the Senate Agriculture Committee commencing April 28. Under the House-passed bill, the Federal Government would be able to buy meat and meat products only from packers using slaughter methods designated by the Secretary of Agriculture as humane.

### Hearings on Meat Promotion Bill

Representatives of cattle, sheep and swine producers from 27 States testified at hearings before the House Agriculture Committee on April 15, and before a Senate Agriculture Subcommittee on April 16, on behalf of the meat promotion bill. Opposition to the

proposal was presented by the American Farm Bureau Federation and the American Stockyards Association. This bill would permit deductions at the market to provide funds for meat research and promotion.

### Government Purchases to Stimulate Business

The President signed a bill on April 24 to speed up U. S. buying. The measure allows most Government agencies to start purchasing supplies and other materials now which they normally would not buy until the next fiscal year starts July 1. Object of the measure is to stimulate business activity.

### New Wilderness Bill

Senator Neuberger of Oregon introduced S. 3619, a new wilderness bill, on April 15. Apparently this measure is a revision of S. 1176 designed to meet some of the criticism against the latter bill. The new bill carries this provision on grazing:

"Within National Forest areas included in the System grazing of livestock and the use of aircraft or motorboats where these practices have already become well established may be permitted to continue subject to such restrictions as the Chief of the Forest Service deems desirable."

S. 1176 says that grazing and the use of aircraft or motorboats "shall be terminated whenever this can be effected with equity to, or in agreement with, those making such use."

The new bill was referred to the Committee on Interior and Insular Affairs.

On April 21, Senator Neuberger asked and received Senate consent that S. 3619 be indefinitely postponed.

### Grazing Lands as Loan Collateral

Senator Arthur V. Watkins of Utah has received support from the Treasury Department for his bill, S. 3083, to authorize national banks to make loans to ranchers who offer as collateral liens on certain improved private grazing lands. Under present law, State banks may accept such collateral, but national banks cannot. The bill is now before the Senate Banking and Currency Committee.

## Executive Committee Holds Special Session;

# Legislative Action Mapped

**P**RESIDENT Don Clyde asked members of the Executive Committee of the National Wool Growers Association to come into Salt Lake City on Monday, April 21, for a special meeting. All States were represented except Arizona and Wyoming. Those present were:

#### *Honorary Presidents*

G. N. Winder of Colorado  
Sylvan J. Pauly of Montana  
J. R. Breckenridge of Idaho

#### *Vice Presidents*

Angus McIntosh of Colorado  
Penrose Metcalfe of Texas  
David Little of Idaho

#### *Executive Committee Members*

Dominic Eyherabide of California  
Robert Field substituting for L. Elton Gent of Colorado  
Andrew D. Little of Idaho  
Everett E. Shuey, alternate for Montana  
Stanley Ellison of Nevada  
Harold Cohn representing Oregon  
R. A. Smiley of South Dakota  
Welby Aagard, alternate for Utah  
William McGregor for Washington  
Vice President Don Tavenner of Montana; Secretary John H. Widdoss of the Western South Dakota Sheep Growers Association; and Secretary J. A. Hooper of the Utah Wool Growers Association, also attended.

Committee members were brought up to date on all legislative activities of Association officers, and future policies and procedure were discussed and agreed upon. Complete confidence in the way President Clyde and Executive Secretary Marsh were handling Association affairs was expressed by Executive Committee members.

Executive Secretary E. E. Marsh reviewed the status of the bill to extend the National Wool Act, which was officially reported to the Senate on that day by the Senate Committee on Agriculture. The vital need for extension of the Wool Act if the sheep industry is to continue was expressed by Committee members, and recognition was general that everyone should be on the alert to give assistance whenever required to accomplish that goal.

A brief outline was also given by Executive Secretary Marsh of other pending legislation in which wool growers are interested. Among these items was the proposal to compromise on the carpet wool legislation which would permit wools not finer than 46's (with a 10 percent tolerance of 48's), to come in duty-free when used for carpet purposes. Executive Secretary Marsh explained that the carpet wool bill had passed the House on a roll call vote of 250 to 129.



**AT THE EXECUTIVE MEETING:** In front, left to right, William McGregor, R. A. Smiley, Penrose B. Metcalfe, Robert Field. Standing, left to right, J. H. Breckenridge, Dominic Eyherabide, John Widdoss, Sylvan J. Pauly, G. N. Winder, President Don Clyde, David Little, Angus McIntosh, Everett E. Shuey, Stanley Ellison, Welby Aagard, Andrew D. Little, Don Tavenner, Harold Cohn.

"After the almost two-to-one vote in the House for this measure," Secretary Marsh said, "President Clyde and I were informed there was considerable talk in the Senate that wool growers were taking a dog-in-the-manger attitude in fighting a bill they could not prove would harm them, and such an attitude might alienate interest in the welfare of the industry."

In view of developments, Secretary Marsh said it had seemed to President Clyde and himself that probably the best thing they could do would be to seek a compromise with the carpet wool people. The National Wool Marketing Corporation and the Papermaker Felt Association agreed with this position.

The compromise proposal was as follows: That the life of the legislation be reduced from three to two years; that the Senate Finance Committee adopt a resolution directing the U. S. Tariff Commission, under Section 332 of the Tariff Act, to make a comprehensive investigation during the two-year period, including public hearings if necessary, of the grades and qualities of wool imported into the United States for use in the manufacture of both carpets and papermaker felts, and of

domestic wools which are similar in grade and character, and report the results of the investigation to the Senate Finance Committee on or before September 30, 1959.

(This proposal was approved by the Senate Finance Committee on April 28, 1958.)

The Executive Committee after full consideration approved the action taken by the officers of the Association in seeking a compromise on the carpet wool bill.

Imports and other lamb marketing problems were brought before the Committee. President Clyde told the group of his appointment of a lamb marketing committee with J. R. Broadbent of Utah as chairman; Dominic Eyherabide of California, David Little of Idaho, and Paul Etchepare, prominent feeder of Colorado, as members. Committee plans, he said, included conferences with packers and retailers in the near future.

Public land problems were also discussed informally.

President Clyde introduced Mr. Jack DeMann, the new assistant editor of the National Wool Grower.

*(Continued on page 31)*



## Prominent Dealer, J. M. Coon, Dies

James M. Coon, president of the J. M. Coon Company of Portland, Oregon, died at Payette, Idaho, on April 18.

A native of Mountain Home, Idaho, Mr. Coon graduated from Oregon State College. After serving as field representative for the Pacific Wool Growers, he joined the Research and Service Division of the Farm Credit Administration in Washington. Later he became associated with the Department of Agriculture, and in January, 1942, he was named Chief of the Wool Division in the Livestock and Meats Branch of the War Foods Administration. His interest was centered in the Division's wool shrinkage project.

Mr. Coon resigned from his Government position in the fall of 1943 to serve as assistant manager of the Pacific Wool Growers. In 1946 he was made secretary and general manager of the Western Wool Storage Company in Portland. Eight years later he became the owner of this company and its name was changed to the J. M. Coon Wool Company.

Always active in the Western Wool Handlers Association, Mr. Coon served that organization in various posts including the presidency. He was most cooperative with wool growers and had a wide circle of friends among them. The NATIONAL WOOL GROWER has particularly appreciated his helpfulness in furnishing information for the wool market report each month.

Funeral services for Mr. Coon were held in Mountain Home, Idaho, on April 21, 1958.

## Dr. F. B. Morrison Dies at 70 in Iowa

**D**R. F. B. Morrison, one of the nation's foremost livestock scientists, died Monday, April 7, at Atlantic, Iowa, of a heart ailment. He was 70.

Dr. Morrison was the author of the text book entitled, "Feeds and Feeding," now in its 22nd edition. The book is still considered one of the outstanding sources in the field of animal nutrition.

A past president and secretary of the Society for Animal Protection, Dr. Morrison served on committees which studied agriculture in Argentina, the Philippines, Germany and Venezuela. He had taught at both the University of Wisconsin and Cornell University.



Mr. DeMann

## Assistant Editor Appointed By Wool Grower

**J**ACK DeMann, a former newspaperman with the Deseret News and Salt Lake Telegram, was appointed assistant editor of the National Wool Grower on April 1. He succeeds Ted Capener, former assistant editor, who recently resigned.

Mr. DeMann, a native of Salt Lake City, is 24 years old. He currently resides in Murray, Utah, with his wife, Elsa, and 17-month-old son, Bryan. The new assistant editor is the son of Mr. and Mrs. J. M. DeMann of Salt Lake City.

An employee of the Deseret News and Salt Lake Telegram for two and a half years, Mr. DeMann served as a sports reporter, rewriter and police reporter. Besides his work in the newspaper field, he also has written for oth-

er local and national publications. Through his work, Mr. DeMann has gained a considerable amount of experience in the production end of the publishing business.

A former enlisted man in the U. S. Air Force, the new staff member served as an Air Policeman in 1951 and 1952, during the Korean conflict. Shortly after his discharge from the service, he spent two years in the Netherlands as a missionary for the Church of Jesus Christ of Latter-day Saints.

Mr. DeMann is currently attending night classes at the University of Utah, where he is majoring in journalism. A senior student, he plans to graduate in June, 1958, with a Bachelor of Arts degree.

## Special House Judiciary Subcommittee Opens Probe of Sheepherder Problems

**A** Special Subcommittee of the House Judiciary Committee opened the Congressional investigation of the sheepherder importation problem with a hearing in Fresno, California, on April 10.

Committee members were shown the desirability of changing the period during which a sheepherder can remain in the United States from three to at least five years, with a possibility of having his status changed from that of a temporary resident to a permanent resident at the end of the period. In making the request for such a change, grower representatives emphasized that the first year of the three-year period is largely used in training the herder to methods of sheep operation in this country, and the last year is taken up in helping to train another herder for the job.

The difficulties and excessive costs of handling the program under present rules and regulations were also presented to the Committee and the need for relief shown.

Witnesses emphasized the fact that

an annual importation of 150 to 175 herders is necessary for the operation of the range sheep industry.

Congressman Byron Rogers of Colorado was chairman of the Committee. Congressmen Pat Hillings, B. F. Sisk, and Harlan Hagen, of California served with him.

Witnesses who appeared before the Committee included President John P. Bidegaray, Vice President Philip Erro, Secretary Robert G. Lang, and Public Relations Counsel Robert Franklin, all from the California Range Association. Dominic Eyherabide, president of the California Wool Growers Association; Andrew D. Little, president of the Idaho Wool Growers Association; and Edward F. Hayes, chief of the Farm Placement Service of the California State Employment Service also testified.

The hearings announced for Washington on April 16, 17, and 18, have been postponed. When they are held, Executive Secretary E. E. Marsh expects to appear for the National Wool Growers Association.

## Convention Speakers Tell Sheepmen 'How To Improve Lamb Marketing'



### Moderated Discussion

*R. C. Rich, a veteran sheepman from Burley, Idaho, is one of the Gem State's most prominent citizens as well as a distinguished member of the National Wool Growers Association. He served the NWGA as president for four terms, from 1936 to 1940. He is currently chairman of the Idaho Highway Commission and owns the R. C. Rich Sheep Co. Mr. Rich also was an incorporator of the American Wool Council in 1941, and served the Council as president from 1942 to 1947, when he declined another term of office.*

I want to compliment your President and Secretary for their selection of the fine panel. These gentlemen represent five segments of marketing, from producer through packer through retailer. I think these gentlemen are very able and I am quite sure they will be very frank and straightforward with us. You will get some further detailed knowledge about how marketing is handled in all of its intricacies.

We never quite get many of these problems settled. We are dealing with problems today that we were dealing with when I first started coming to the National Wool Growers Association—and that was not yesterday.

Your President, in making his statement to the convention—and I thought it was a very able statement—mentioned that our lamb crop produced about 66 percent of our income. I think that's true even in the States where wool is the greater factor. I think in Washington, California and Idaho, particularly, the high producing winter lamb States—lamb produced, in most cases, better than 80 percent of the income.

A Panel discussion on "How Can We Improve the Marketing of Our Lambs?" highlighted the third session of the 93rd annual convention of the National Wool Growers Association in Phoenix, Arizona, in January.

Panel members were R. C. Rich, moderator, and J. R. Broadbent, J. C. Petersen, Garvey Haydon, Douglas N. Allan and Seth T. Shaw, panelists.

Each brought into the discussion much knowledge derived from many years' experience in various phases of lamb marketing.

We have had some rather serious problems about marketing. Maybe we haven't known everything involved. Your President mentioned we were greatly disturbed when the markets broke very sharply without any reason we could see. Instances could be cited when prices dropped as much as two or three dollars a head in very short periods of time. That is very disturbing to all of us. It could almost be fatal to a man who marketed all of his lambs at that time.

We have seen a lot of change in marketing. Some of us can remember when lamb markets were in Chicago, and then gradually moved farther West. Denver became the principal lamb market at one time and it still is a very large lamb market. Later on, Oakland became a great lamb market. Now more lambs are being sold in the country.

In thinking about lamb marketing, we all appreciate that the American public eats all the lamb we produce. That was true when we were producing more than two times as many lambs as we are producing now. The principal question is: What must prevail in order to permit the grower to get a price that will justify expenditures and give him a proper place in the economy? And that is what the panel members are going to tell you.



### Spokesman For Growers

*J. R. Broadbent, a leading member of the sheep industry for many years, was marketing committee chairman for the 93rd NWGA convention. He is currently president of the Utah Wool Growers Association and also has served as vice president of that organization in the past. Besides his sheep interests in Utah, Mr. Broadbent is also a well-known feeder in the Imperial Valley of southern California.*

WE have had the suggestion made by some segments of the trade that we should produce a particular type of lamb. Now, I think it is presumptuous to try to tell a wool grower what type of lamb is most adaptable to his particular production machine. I think that's the problem he must work out for himself; that it would be folly for him not to produce the type lamb that gives him the best practical results.

So, I don't want to get into any discussion of the problems involved in types of lamb which are produced on ranges, but rather to discuss the marketing problem as I see it and probably give a few suggestions which might help remedy conditions as I see them.

I believe the greatest single problem facing our industry today is marketing of wool and lambs. The fact that we are still in business is testimony that we are meeting the problems of production in our particular areas to the extent that is possible under our several weather, feed, range, and labor conditions.

I think, however, it is common knowledge that we, as lamb and wool producers, are at the low end of the totem pole. There is absolutely no relation-

## *The Lamb Panel...*

ship between our costs of production and what we can reasonably expect to be paid for our products. The percentage of the consumer dollar that ultimately filters down to basic agricultural producers is gradually shrinking until it is less than 40 percent at the present time, as compared with approximately 48 percent in 1950 and 61 percent during the Korean War. It is no secret that we are in a battle for survival as an industry. When an industry decreases practically 50 percent in 15 years, I think it points up the problem.

### **Unable To Survive**

Higher labor costs, demand by the housewife for packaging and partial preparation, higher freight rates, etc., are all spreading the gap between country price and consumer price. And, I fear it is entirely possible for us to be priced out of the consumer's market and still be unable to survive on returns that filter down to us.

I think our marketing position is deteriorating as our numbers decrease, because that decreases the number of processors who handle our product and cuts competition for us at the grower level. It is further deteriorating as the corner grocery store and butcher shop gradually pass out of the picture. These merchants cannot compete with large groups of super-markets with their relatively few buyers and their bargaining advantages at the packinghouse level of one to three cents a pound in lamb.

Our position is one of many thousands of individual producers yielding to pressures of concentrated buying by processors and to accelerated pressures of concentrated buying at the wholesale level. I do not feel we have a free market, but, rather, one dominated beyond our control.

### **Market Information**

One of our major problems is finding out what the market is with increasing numbers of lambs being sold away from our public markets. I recall one instance in Imperial Valley when buyers were supposed to have lambs bought at market price and for nearly a day didn't set the price because no one knew what the market was. In many instances, prices quoted do not reflect the true picture.

Any examination, for instance, of USDA reports of the Los Angeles market would certainly be quite confusing to say the least. Mostly they say, "Not enough available to test the market." We know that that's a huge consuming

area and yet reports says, "Not enough available to test the market." I think our daily livestock market releases should include a report of sales in the dressed market.

I also think producers should learn to analyze these reports as an indication of lamb value and the only index of the way our product is being received by those who dictate price to buyers of lamb at range level.

### **Problem Accentuated**

Our problem is accentuated by the tendency to compete among ourselves. I think we too many times are motivated more by our desire to beat our neighbor a quarter cent in marketing our product than getting true value based on careful market analysis. There is also, I think, a tendency to overstay or understay our position. We must be careful that we are not like chickens—so busy fighting over the worm that they failed to see the hawk approaching. Basically, we need a change in our attitude toward our fellows in the business.

I realize many of you are better informed than I and probably have a better grasp of problems confronting the industry than I, but I would like to offer a few suggestions.

I think, first, we should market our lambs at a specified price, avoiding any consignment selling or, that is, sending lambs to the processor without having a specific price marked on them. A man fights for his own dollars and unless the processor has his dollars tied up in lamb, he isn't going to fight for the market.

### **Other Factors**

Secondly, I think we must learn factors that make up market price. By that I mean the dressed market, pelt credits, freight rates, and, above all, the importance of good yields and the relationship of yields and carcasses to prices we will receive at ground level.

Now, I realize, as I think you do, that many of our marketing problems are generated on our own ranges. How many times have you looked at your lambs and observed, "they should have been moved ten days ago; they are past their peak?" I think we need research to determine the merits of moving lambs at specific times. The problem is, in many instances: should I move a lamb sooner, as he reaches the peak of fattening, or allow him to gain more growth, knowing I will have to sell him as a feeder? Then the problem is: do I actually receive more weight? I think we need more information on this.

I think timing is the most important single factor in producing and marketing. I think a good maxim might be:

"Have the lamb ready for feed when feed is ready for the lamb."

One sheepman I know raised his lamb weights 15 pounds in one year by lambing and selling 15 days earlier and he had better utilization of his range. These lambs experienced no set-back; for the first time in the history of the outfit he produced fat lambs. Furthermore, he marketed them at a more advantageous time.

If a range produces fat lambs, I think they should be topped out as soon as possible and not be allowed to dry out. I think it's been the observation of many buyers that lambs have overstayed position on ranges, and that when I figure I have about a week's feed left it is already time to start moving lambs off the range.

### **Preparation Needed**

I think we need to do our spade work ahead of our shipping dates. The buyer or marketing agent needs to know ahead of time when he is to get our lambs, so that he will have place for them. I think we should keep him informed about range and feedlot conditions. He must be ready to move when we are ready to move.

It is also important that we produce a substantial percent of fat lambs the day of shipping. We need to plan so that lambs may be killed immediately upon arrival at packing houses, rather than having them held over weekends or holidays. This affects dressing percent and net return to our customers. Order cars or trucks for shipping as far ahead as possible so that the carrier can perform his part in avoiding any delay in marketing.

Actual handling by the grower is vitally important. We should avoid bruising lambs by using sharp objects in corrals. Many times I have seen a fellow beating his lambs on the back with cans or touching them on the back with hot shots. And, I have seen big, red blotches left on the most expensive part of the carcass. By avoiding these things we can help our customers realize more profit out of their lambs and put them in a better position to help us get the full marketing value of those lambs.

### **Avoid Dehydration**

I think we should avoid excessive dehydration of lambs. Sometimes in our desire to get a weight condition on lambs, we hurt the lambs and make them more susceptible to disease en route, particularly if too little attention is given to feed en route. I think we lose money trying to save money by feeding light at our feed points. If a lamb doesn't eat, he doesn't take water, and if he doesn't take water, we are in trouble.



## The Lamb Panel...

I think we should give lambs plenty of room. The railroads have saved money by allowing more cars for loading feeder lambs.

Another thing I think we should avoid, if possible, is tired or trail-weary lambs.

The fourth point, I think, is trying to establish a reputation for our lambs. The grower should be jealous of the reputation of his lambs and should try to establish a good reputation as to delivery, weight condition, and quality. Your buyer may overlook having paid too much for a string of lambs, but he is like an elephant in that he never forgets a disappointing yield, an excessive shrink or a bad experience in the quality of meat. I think your experience with buyers will bear that out. You can adjust price, but if that buyer thinks he's had a bad experience in your particular area you are a long time changing his mind. Another reason, I think, is that his boss won't let him forget it.

In conclusion, in order to improve marketing of our lambs, I think we should employ basic principles of a good business relationship and industry-wise, work toward elimination of problems that complicate our position in the free market. We should use all available market information to assist us in our marketing position. We should recognize proper timing, both in handling lambs on the range and the feedlot, and in our planning to move lambs to feedlot, market or slaughter. We should realize it takes cooperation between grower, buyer and carrier to get the best job done. We should endeavor to establish a good reputation for our particular product.

These, I believe, are a few things that will help the producer get the most out of his lambs. I think it will help him avoid being skinned and put him in a better position, market-wise, to survive.

### Petersen Airs Thoughts

THE subject for this panel is entitled "How Can We Improve the Marketing of Our Lambs?" I assume we are to concern ourselves with marketing and merchandising of our dressed product through packer and retailer to consumer.

Even though we have been operating now for quite some time under the National Wool Act, known as the incentive price program, the wool and lamb industry has not reached levels of production originally thought possible. The reason for this, as everyone knows, has been disastrous drought in many



## Presented Feeder Views

*J. C. Petersen, who makes his home in Spencer, Iowa, is president of the Petersen Sheep and Petersen Cattle companies. Since 1941, he has also edited the company publication, "The Cornbelt Lamb Feeder," and, during World War II, was a member of the National Lamb Industry Committee of the OPA and OPS. He is also one of the founders and first president of the National Lamb Feeders Association.*

principal lamb producing areas. This caused liquidation of breeding flocks that increased production in other areas more favorably situated could not offset.

Now a great change has occurred within the past year. Suddenly with increased rainfall and excellent feed prospects, ewe lambs have been held back in increasing numbers. This is true not only in western range States but also native States with the inevitable result of increased production which will soon evidence itself. It isn't too difficult now to project the future pattern of lamb marketing.

In any discussion on marketing of live lambs as it concerns the lamb feeder, we must first recognize his overall program. Basically he takes the lambs that are unfit for slaughter, some five million head, and fattens them for market, during what we know as the fed season. He must take most of this crop in a relatively short period. The marketing of these lambs, however, is different than on cattle. They must be marketed as lambs the same feeding season.

There are a great many different methods of handling these lambs which have been developed over a long period of time. In the Cornbelt we now follow faster feeding methods that enable many of our feeders to turn three or four sets of lambs annually.

What packers and retailers need is a uniform supply, and by our rapid turnover we do have a more stable supply of slaughter lambs.

However, in certain years we have the problem of securing replacement lambs necessary for this type of feeding.

One thing is certain, present condi-

tions of short supply of both fats and feeders can only be temporary. If they are not, someone has been tampering with the love life of the ram and the ewe.

For the last six or eight months lamb slaughter has been running at an average of about 40,000 a week below a year ago. We should not confuse this artificial shortage with demand when we look at current prices. Aside from price incentives and the National Wool Act, there is a general national trend toward lower priced feed grains. Whether the result is by accident or design we are not sure. Nevertheless, the outlook is toward increased livestock production to consume, not only cheaper grains, but related livestock feeds obtained through modern, efficient mechanization in conversion of roughages.

The combination of a sudden decline in liquidation of drought livestock and a desire to increase livestock production has temporarily placed livestock operators in an enviable position. At the present time, with decreased slaughter numbers, we have created an artificial demand for pork, beef, and lamb that is stimulating production.

The important thing for all segments of the industry to remember though, is that reduction in slaughter can only be temporary.

I doubt that increases in population will take care of the coming increase in livestock production.

Dressed lamb has been selling at a high figure for quite sometime. Packers, wholesalers and chain store buyers call it a thin market, whereby they mean any considerable increase in slaughter would lower prices. The industry would surely be lacking in foresight if it did not now take a good look at this future production and marketing problem. My estimate is that it will be here much sooner than we think.

### Industry Fortunate

The lamb and wool industry is extremely fortunate, however, in having in operation an advertising, promotion and educational program operated by the American Sheep Producers Council who are in charge of Section 708 funds of the National Wool Act. Lamb and wool are the only livestock farm commodities that have such a program. It is somewhat of an experiment, and other agricultural groups are watching with great interest. My opinion is that errors will be made, but that the overall result cannot help being extremely beneficial to the industry.

Now you gentlemen are assembled here in the 93rd convention of the National Wool Growers Association. Your association is respected throughout the industry and in all agricultural prob-

## The Lamb Panel...

lems your advice and recommendations are carefully considered.

I have been coming to these conventions some 25 years and I know many of your members personally. They are men of integrity and character.

I want to say a few words about the American Sheep Producers Council. You gentlemen must remember that in your discussions you keep in mind that the ASPC is a national organization, representing producers and feeders all over the country.

Therefore, when you consider its advertising program you cannot let sectional interests dominate or influence your considerations. Allocation of funds to certain areas or allocations for special and seasonal campaigns must be studied from the standpoint of the industry, nationally. I have noted here at your convention considerable difference of opinion on how and where advertising funds should be spent.

### Qualified Men

I am not an expert, but I have been a student of lamb marketing for many years. I know most men on the lamb and wool advertising committees. They are men who I know are trying to solve problems honestly. They have available to them expert advice, and after long hours of deliberation and study, are in a better position to recommend programs than some of us, who sometimes make up our minds without careful study of all facts.

I think, gentlemen, it is more important to concern yourselves with planning how to get the wool bill re-enacted, including Section 708. You have the lamb feeders full support in that endeavor.

### Opinion Differences

There also seems to be differences of opinion regarding advertising in New York and Boston areas. I will tell you frankly, I am not sure. It may be that advertising in New York is tied in with a more important consideration — the building up of advertising reserves for the future production that we know is coming. Consistent with collections and the law, as written, I would carry back all reserves possible leaving New York and Boston for the big push when abnormally heavy supplies threaten a drastic break in prices.

On the other hand, a strong preliminary educational approach might properly be used. One thing, gentlemen, be extra careful what you do during the period that we are in short supply. Now these are all honest differences of opinion, but they must be

reconciled so the American Sheep Producers Council and the wool and lamb industry can present a united front.

The future of our industry is based on successful solution of these problems. In the meantime, producers and feeders must provide a continual flow of product to eliminate, as nearly as possible, extremes of supply. Historically, the lamb feeding industry has always been very close to marketing. It is of extreme importance to lamb feeders nationally. They are 100% in favor of re-enactment of the National Wool Act and absolutely opposed to any tampering with, deletion of, or compromise on Section 708.

### Big Packer Delegate



*Garvey Haydon, presently head of the lamb and veal division of Wilson and Company, was born and raised on a livestock farm in central Kentucky. He is a graduate of the College of Agriculture of the University of Kentucky and attended the AMI School of Business at the University of Chicago.*

**T**HIS is my twenty-seventh year in the meat packing industry and practically all that time has been spent in lamb and calf divisions; however, some years I spent on combination jobs with beef and pork divisions.

During these years, I have seen great changes in both the beef and the pork business—each ever changing on the part of producers and packers to meet consumer demands. What have we, in the lamb business, done during the same time? In my opinion, we have not progressed. Instead, we have gone backward (with possible exception of the yearling category which is almost extinct. And, if we had yearlings to sell in numbers today, I do not know what we would do with them). Years ago we purchased lambs which, today, would better meet the consumers' demands than lambs we are now producing.

### Large Problems

It would be much more pleasant to talk on a subject that would permit me to pat on the back all those listening. However, since I believe you gentlemen are sincere men with a **PROBLEM**, it

becomes the job of all of us in the industry to try and solve it. Therefore, we must come to the point. Of course, I do not have all the answers but I do have some ideas which I hope provoke thought.

I think our first real trouble in current lamb problems dates back to the beginning of Government controls, and you all remember the unrealistic and low ceiling placed on dressed lambs and mutton. As a result, many producers were forced out of business and into something else that was more profitable—very often it was other species of livestock.

Along with controls came compulsory Government grading which remains, in part, to plague us today. These two factors forced producers, who were able to survive, to produce big, fat and wasty lambs. During those days any weight lamb brought the top, so long as it made Government specification of grade.

### Science Forgotten

Producers forgot that through the science of selecting for multiple births from ewes that were good milkers, they could have had more lambs and, consequently, more pounds to sell. Instead, they went the quick way and got size. I cannot honestly say that, had I been a producer at that time, I would have done any differently. Now we generally have coming into the market far too many heavy and wasty lambs.

You folks must know the greatest demand for lamb meat is in weights ranging from 40 to 55 pounds dressed. Over and under these weights, the market is narrow and not dependable. Let me not be misunderstood—there are some sections which prefer lambs on the light side and some on the heavy side, but the percentage of the total is small. And again, let me caution you, do not think of today's market as being typical of normal (or is it?). Is it not then time for us to breed meat animals of desired type that will meet consumer requirements, just as have the beef people, the pork people and the poultry people?

### Remedy Required

I know very well that in many cases your operations come within what can be compared to an established plant, with certain working machinery, and that it cannot be changed overnight. The same thing may be said of us packers. We have many big, outmoded slaughter units, but the fact remains, in my opinion, that both must change or suffer greater competition from other meats to fill consumer demand, thus further reducing our lamb industry. This, I do not want to see happen because my adult working years have

## *The Lamb Panel...*

been spent in it and I would like to close out my career (although not too soon) in a growing industry, not a dying one.

Now that we have modern transportation, many good producers are sorting off and marketing lambs at desired weights. In fact, I know of many producers doing this who are doing very well in the lamb business and seem to be increasing their operations. This thing of holding top lambs, waiting for a date or lighter lambs to get ready, is costing somebody money, and it is usually the producer. This type of operation is hurting the whole industry because it prevents the packer from keeping an even flow and well-distributed volume moving to the consumer at all times. As long as marketing of lambs continues in extreme peaks and valleys, our selling of meat will follow the same pattern and we will be forced to go to the center that will buy at a price.

### **Producer Pays Bills**

You all must know that once the meat market door is closed to lamb because of volume or price, it is not opened again until a cheap price turns the key. And friends, let me say here, it is either the producer or the packer who pays the bill for that re-opening. And, in the long run, it is the producer; it is not the consumer or the retailer. So far, I have used the term "producer"—it applies to the feeder as well.

Recently I have heard some criticism directed at packers for not putting lambs in the right location. Generally, this criticism is not justified. Once we take ownership of a car of lambs, we, like any other businessman, will, to the best of our ability, attempt to market it in a manner to realize profitable returns. For a meat packer to remain successful in the lamb business, he must endeavor to move the product in the direction where he can get a price for his finished product commensurate with his cost of raw material, so as to return full production cost plus a reasonable profit. This is not always easy to do. In fact, many times it is impossible, but, as an objective, as long as a packer is attempting to merchandise his lambs in such a manner as to bring about profitable returns, he will of necessity seek those outlets which seem most likely to give him that return.

We do not have the money to afford an advertising and promotional campaign on our own; therefore, we must, under present conditions, go to the market where we can get greatest return. You folks have funds with which to do just what you have asked us to

do, and I say to you, let's give it a fair trial. If you properly direct your ASPC program, some day we may get out of it what we hoped it would do. As I understand it, one of the original purposes of the program was to broaden the outlet for lambs. Your Denver organization has made some mistakes, as we all have, but, generally, they are working in the right direction. Stay with the idea of a program to broaden the base and when your production increases, as it will, you may then have a new home to go to with favorable prices for your lambs.

I want to say for our company that we have always supported and will continue to support a program that tends to widen outlets for lamb meat. We will put lambs in any car with oth-

er products leaving our plants for sections where we do not sell lambs currently, if a demand can be created. You would be surprised at the number of cars without lambs in them going into good meat eating communities between our two great mountain ranges.

### **Branding Mistakes**

The very nature of your business lends itself to shearing some lambs and marketing them out of the wool or as shearlings. Here, again, some are hurting the whole industry by using paint which eats through the skin for branding purposes, thus greatly reducing the value for fur purposes.

In most cases, the tanner is the one who is hurt first. But do not be mis-



THE UNIQUE AND PICTURESQUE lambing sheds and corrals shown above are those at Irving Beard's Devils Canyon Ranch near Fruita, Colorado. Photo by Will C. Minor.



## The Lamb Panel...

led, these fellows must sooner or later take care of themselves by adjusting prices. The shearling market is currently very thin and all people shearing lambs should take this into consideration. There is surely a simple way to correct this error and it only costs a little thought.

No talk from a packer in the lamb business would be complete without calling your attention to some problems which we have with Government grading. Let me assure you who are listening that I am not saying anything against Government graders as individuals or against the individual who supervises Government grading on a local or national basis. What I am talking about is principle.

### Questionable Practice

Is it a good thing to have all packers selling meat under the same brand name? Does such a practice enable sellers of meat to realize the high price or does it call for them to try to have the price as low as someone else who sells the same, identical brand?

Is it a good thing to have products so well standardized that it makes little difference who the shipper is, or where he is located, as long as he has the Government brand on his product? Does this bring a higher price for your product or does it bring a lower price?

Is it a good thing to have a so-called disinterested third party determine the quality of your product and, therefore, the selling price? Or, would you, as lamb producers, be better off having the packer pushing for the highest possible realization on what he thinks is justified by the quality of the product he is selling?

### Restricted Outlets

Is it a good thing to have a number of outlets so restricted in buying specifications that they refuse to handle anything but Government graded products, and, thereby, eliminate themselves as a potential market for a large number of the lambs produced?

Is it a good thing for you, as a producer, to be in a position where you must keep lambs on feed longer than economics of your particular situation might dictate, solely because they do not meet qualifications necessary for grade standards to fit these particular outlets?

These are some of the problems which are created by any kind of marketing method of so-called common label or identical brand type of merchandising. These are some of the questions which, as an industry, we must answer and problems we must solve.

It is indeed fortunate for the lamb industry that there still remains an opportunity for individual packers to merchandise at least a portion of their lambs under their own brand identification where reputation, origin and reliability can be compensated for. We certainly hope such a condition will continue to exist.

Perhaps each of us came here feeling pretty important. If we go away feeling a little less important, but willing to work with others, maybe we can become architects of a revitalized industry and live long enough to enjoy the immense delight of our imagination—A SUCCESSFUL LAMB INDUSTRY!

(EDITOR'S NOTE: It was impossible to obtain a photo of Mr. Allan, who had to leave the panel before it concluded discussion.)

*Douglas N. Allan, a native San Franciscan, began his career in meat packing with his father in the firm of Allan and Pyle and presently heads James Allan and Sons meat packing company. Mr. Allan is a former chairman of the board of directors of the Western States Meat Packers Association and is now a vice president of that organization.*

IT is a pleasure for me to be here today to serve on this panel, which will discuss "How We Can Improve the Marketing of Our Lambs." As you know, we have been in the business of slaughtering and marketing lambs for almost a half century in the Bay Area, and, it is one of the principal segments of our business.

I would say the main objective of a program to increase consumption of lamb should center around giving consumers the type and quality lamb which they desire and which, for the most part, they are not getting.

The greatest objection to lamb today, on the part of retailer and consumer, is its excessive weight and fat. When lamb carcasses of "Choice" and "Prime" grade rise above 50 pounds, we have resistance and objection by retail buyers. They say their customers do not want cuts from heavy lamb carcasses that not only weigh more than they desire to purchase, but also contain excessive fat.

### Use Genetics

We feel the lamb industry can, through the process of genetics, develop a better type lamb that would produce a carcass grading "Choice" and weighing from 40 to 50 pounds and which would be acceptable and approved by the great majority of consumers.

Evidence of this is ably demonstrated in present campaigns to produce meat-type hogs to replace old fat-type hogs which produced pork with excessive fat

and lard. Consumers have shown preference for lean pork by their refusal to buy overly fat pork. And we have seen consumption of pork decreasing over the past few years. Swine producers of this country are making effective progress in producing meat-type hogs.

We believe lamb producers can do likewise and produce lamb which will finish to "Choice" grade and whose carcass will not exceed 50 pounds. We have an example of such production in New Zealand, where lambs are produced to "Choice" grade and carcasses weigh between 38 and 45 pounds. In fact, in New Zealand carcasses exceeding 38 pounds are penalized in price, because of excessive weight. We believe revision of grading standards for "Prime," "Choice" and "Good" grades of lamb, which was accomplished by your Association, together with other packer and feeder associations two years ago, has been of material aid to both the lamb industry and packers who process lambs. In these changes the factor of conformation was given proper credit and less emphasis was placed on internal fat factors in lamb carcasses. We believe these changes were for the better in producing the type lamb desired by consumers, and also one step forward in creating a greater consumer acceptance of lamb this past year.

### More Considerations

We also think there are other important factors for consideration of the industry in improving marketing of lambs. We believe that in areas of heavy lamb consumption, primarily east and north of the Mississippi and Ohio rivers and on the Pacific Coast, particularly in California, those engaged in processing lambs should have a stable, reliable supply of lambs week in and week out, throughout the year.

One factor which discourages both packers in slaughtering lambs and retailers in handling lamb is an in-and-out supply, which also tends to create violent fluctuation in lamb prices. The lamb industry should put forth its best effort to smooth out these peaks and valleys of supply so more packers can be encouraged to process lamb and more retailers to handle lamb.

We also believe that the lamb advertising campaign, now being carried on by American Sheep Producers Council, is doing a lot of good in increasing lamb consumption. We believe their principal efforts should be devoted to areas which historically have been the lamb eating areas of the country, such as the Pacific Coast, areas west of the Mississippi River and areas north of the Ohio River to the Atlantic Coast. In those areas packers are used to slaughtering lambs and retailers are used to handling lamb.

## The Lamb Panel...

**I**N a panel session such as this we often spend our time telling what the other fellow ought to be doing. I've tried to think of those things you producers and feeders may do to make our retailing job easier or more effective. I've also wondered what we, as retailers, may do, to supplement your production efforts. I've come to the conclusion that there is a certain basic fact we should face squarely. The fact that at each functional level—production, feeding, packing and retailing, every individual will so manage his operation to maximize his dollar returns. I have no quarrel with this view—I heartily subscribe to it. This is a free economy in action. Why should I tell you growers to produce smaller lambs when you can make more money growing big ones? Why should I tell the feeder to sort and market his lambs before they become too heavy or over-fat and wasteful, if he finds it more profitable to pile on this weight?

### Improvements Made

We know that retailers like and can make the best use of lamb carcasses under 50 pounds. We also know that mutton-type breeding is producing a better kind of lamb, so that weight, within limits, is becoming less important. During the season when supply is exclusively fed lambs, we in Safeway raise our sights on weight, but we try to obtain our requirements in lamb carcasses under 55 pounds.

We have at times had pressures from you folks to buy heavier lambs. When we accede to your wishes we in effect penalize the man who is supplying the weight lamb in greatest demand. Right today we can buy 55- to 65-pound lamb carcasses considerably cheaper than carcasses under 55 pounds. The price differential may become wide enough to make heavier lambs attractive to some buyers, but 2 cents a pound is not enough to interest most buyers.

### Watch Fatness

You are already aware that the heavier the lamb, the wastier it is likely to be. However, lamb carcasses up to about 55 pounds (and that's 110 pounds live) need not be wasteful. A mutton-type lamb with a good fat covering is not wasteful. This brings up a point I want to mention—in the transition, which is occurring from strictly wool-type sheep to those with better mutton characteristics, we still have many lambs which should never go to feed lots, and if they do, should be marketed before they become overly fat, no matter what they grade. There is a degree

## Represented Retailers



*Seth T. Shaw, a former instructor at Brigham Young University, Provo, Utah, and ex-Utah State Commissioner of Agriculture, is currently vice president in charge of the administrative branch office of Safeway Stores, Inc., at Washington, D. C. Mr. Shaw received his formal education at Utah State University and the University of Missouri.*

of fatness above which further finish makes lamb less valuable, and the proper degree depends upon the quality of the lamb.

There is too much thinking among sheep producers and feeders that all lambs should be fed long enough to grade "Choice," because that is the grade in greatest retail demand. The lamb with little conformation, but fat enough to grade "Choice," is the kind nobody wants.

You might want to ask why we don't buy "Good" grade lambs if we complain about the fat on "Choice" grade. My point is that fat required for "Choice" is not excessive if put on a choice quality feeder lamb.

### Learn Procedures

We're all on the same team—the producer, the feeder, the packer and the retailer. We need to know what is happening at each level so we can make the adjustments necessary for a well-integrated program from the producer to the consumer. I think we are making considerable headway at Safeway on several fronts.

We now have 11 divisions with meat warehouses. Four divisions sell the bulk of lamb. Those are the divisions at San Francisco, Los Angeles, Washington, D. C., and New York. We have improved our lamb business in these divisions because we break carcasses into primal cuts so that stores in each neighborhood can order more nearly in line with their particular demands.

Some stores will sell very few fores or stews, but will do a terrific job with hindsaddles. I live in an area of Washington, D. C., where there is heavy demand for legs and chops. However, in a recent week-end lamb sale, one of our stores sold 125 hindsaddles and 78 fores

—and that is a lot of lamb to put through a store.

Another development we think has promise is breaking lamb out with the rack left on the hindsaddle, rather than on the fores. Some stores sell almost unlimited quantities of rib and loin chops, but can't sell many shoulders. Other stores sell more shoulders than rib chops from such fores. So, by making this particular break, stores with big lamb chop demand can get them without having so many shoulders and necks. Where you have the problem of balancing your movement of cuts, slow moving cuts pretty much set the limit on store orders. Our warehousing program is a definite advantage to us in this respect.

### Retail Operations

Until a year ago we pretty much limited our purchases to straight carcass lambs. Now, where we are able to do so, we purchase primal cuts from the packer as well as carcasses. In this way we achieve an even better balance in the movement of cuts.

In merchandising we now encourage our meat sections to present cuts in as many different forms as consumers may demand. Formerly we had a prescribed cutting manual which required all of our meat sections to pretty much offer the same cuts and in the same form. Now many decisions of cutting and presentation are made in each store. One store may offer full cut legs, half legs and boneless leg of lamb or, full bone-in shoulder, shoulder with two arm and two blade chops, offered with or without the balance of the shoulder, or boneless shoulder, with pocket for stuffing.

### Additional Problems

However, I hasten to add, meat cutter wages discourage to considerable degree the amount of service which can be added to the product. I probably should have said that when this kind of service is added to the price of cuts, it often discourages its movement. Many of our meat sections do a minimum of boning and rolling, except on request of the customer. If, however, there are many requests, the products will soon appear in cases in the forms requested. We are urging our store employees to remain ever alert to wants and whims of customers.

In closing my brief remarks I want to say again that our job is an industry job. Each segment plays an important part and there is plenty of room, at each level, for improvement. If each of us does a better job in his own area, and if we work together in harmony and understanding, I'm sure a better job can be done for lamb.



## Ladies Auxiliaries Win Praise for Wool Work

ALL too often we are prone to minimize the efforts of our Ladies Auxiliaries, both State and National, in the welfare of our industry. I believe they should be given our heartiest thanks and approval for the excellent work they are doing to advertise and promote the lamb and wool industries.

Through their untiring efforts, the "Make It Yourself With Wool" contest has developed to a point where many, many young ladies are becoming expert dressmakers, using the finest material of all—WOOL. The patience and encouragement given these girls by their advisers and the directors of the contest, show for themselves when the contest takes place, in their beautiful garments, shown with poise and dignity, to say nothing of beauty. However, these women are not satisfied to rest on their laurels, but are steadily pushing ahead, enlarging their state contests, and going into new areas to develop new contests. Only recently, Mrs. Mabel Mick, president of the National Auxiliary, attended the annual meeting of the American Sheep Producers Council, to plead for more funds for this worthy project, and for a start at lamb promotion.

This year for the first time, they are, in some States, including ours, tackling the "Miss Wool" contest, presented by Texas in January and approved by the NWGA on a nation-wide basis. This will be no small undertaking, and will be in addition to their other projects.

As workers the auxiliary women are tireless, and I feel that in many instances, if we men put forth the time,

energy and effort the ladies do in their undertakings, our industry would benefit more. Ladies, we admire and appreciate the work you are doing. Our hats are off to you!

—R. A. Smiley, President  
Western South Dakota  
Sheep Growers Assn.

## Meat Industry Warned of Importation Dangers

IT was gratifying to note the amount of space given in the last issue of the Wool Grower magazine on the problem of the importation of foreign meat.

This is a serious problem, and it should be publicized until the entire meat industry is alerted to it. The wide difference in the price of this meat landed here and our own meat prices makes the small protection we now have practically worthless.

It is to be hoped that some steps will be taken to protect us before the domestic meat industry is badly hurt, instead of waiting until 45 percent of it has gone out of existence as was done with the wool industry.

We know from sad experience we cannot expect to get an adequate tariff. The only chance I see is to try for an import quota on foreign meat. I believe that a somewhat flexible quota could be worked out that would protect us and still allow for a reasonable amount of foreign trade in seasons

when some types of meat are short in this country.

If the entire meat industry of this country will cooperate on this problem, we can get something done. However, we will have to get it out of the talk stage into the do-something stage, and the sooner the better.

Let's not, for once, wait until the horse has been stolen before we lock the barn door.

—Guy L. Arbogast, President  
Oregon Wool Growers Assn.

## Property Tax Changes Urged in Range States

THE greatest problem confronting farmers and ranchers today is taxes—not just taxes which everybody pays, such as income, sales, excise, etc., but property taxes which are paid only by property owners. Farmers and ranchers in general own more property in proportion to their income than do any other large segment of our population, so they pay an excessive proportion of property tax.

In Montana, we have an especially bad situation. Most of our range carrying capacity is in privately owned tax-paying lands. Over 60 percent of all our State and local taxes come from property taxes, while the average for the Western States is 45 percent. It is certainly no wonder that Montana ranchers are concerned about taxes.



Robert W. Lockett  
Arizona



Dominic Eyherabide  
California



L. Elton Gent  
Colorado



Andrew D. Little  
Idaho



Dan Fulton  
Montana



Stanley C. Ellison  
Nevada



Guy L. Arbogast  
Oregon



R. A. Smiley  
South Dakota



T. A. Kincaid, Jr.  
Texas



J. R. Broadbent  
Utah



William McGregor  
Washington



Howard Flitner  
Wyoming



## State Presidents

The miracle is that there are any Montana ranchers left!

If new contracts between business and organized labor were calling for lower wages, and if the demands of the people in general as reflected through the politicians were for economy in Government instead of for greater spending in frantic efforts to bolster the economy—if all this were true, we might fool ourselves into thinking that lower taxes could solve the problem.

Obviously, the opposite of these things is true. Also, we already have a lot of kids to go to school and a lot of automobiles that can't operate on deeply rutted roads. Montana ranchers and farm owner-operators cannot carry the load.

But, these same factors which make it impossible for an owner-operator to attain an income comparable to people in other lines of work inevitably cause more inflation. The only thing that now seems surer than death and taxes is more inflation. So people who have money to invest, buy that best of all inflation hedges, agricultural real estate. Then up goes the assessed value and up go taxes!

We all know the ranch operator has problems. In Montana, and perhaps in some other States, the largest single factor contributing to these problems is the property tax. The overall tax burden is not being reduced. More of that burden must be shifted to the people through whose hands the money passes. The only question is whether or not the shift is made before or after the owner-operator loses his shirt.

—Dan Fulton, President  
Montana Wool Growers Assn.

## Washington Builds New Type Sheep Operation

THE tremendous capacity of alfalfa pasture to produce lamb is stimulating the development of a new intensive type of sheep operation in the irrigated area of Central Washington. This area, the Columbia Basin, produces a great deal of relatively cheap forage and the need for an animal agriculture through which to market this forage has been recognized for some time. Many Basin ranchers are finding that sheep answer this need better than any other class of livestock.

In a number of trials the Washington State College Experiment Station at Prosser has been able to produce lamb at rates near 1,000 pounds per acre on good alfalfa pasture. In terms

of carrying capacity, many Basin sheepmen feel that 10 ewes with their lambs is not an excessive stocking rate during the growing season. Assuming a marketed lamb crop of 125 percent and a price of \$20 per head, the gross return per acre from sheep would be \$250. This compares favorably with the gross return from the better row crops, and with abundant forage for wintering and the wool clip to offset expenses, the net per acre should look even better compared with field crops.

The key to this operation is the ability to pasture straight alfalfa without excessive bloat loss. The Prosser Experiment Station has pastured alfalfa for several years with bloat losses never above two percent and some Basin sheepmen have had equally good luck, but not all. Since so little is known about bloat and since there is so much disagreement about sheep management on alfalfa even among those ranchers who have had the least trouble, the answer to the bloat problem is still anybody's guess. Some operators have demonstrated, however, that straight alfalfa can be pastured successfully.

Sheep are relatively new in the Columbia Basin and a lot of problems will develop and be solved before the management pattern settles down. In the meantime, sheep interest and sheep population in the Basin continue to grow.

—Wm. McGregor, President  
Washington Wool Growers Assn.

## "Behind the Counter Battle"—Is It Lost?

DURING the past month through observation and press releases as well as advertising, I have pondered the marketing and distribution of the products of the sheep industry. Both lamb and wool textiles are being sadly neglected in the stores and shops with selling outlets not marketing these products and the salesman failing to present lamb and woolen articles properly. This has led me to ask myself the question, "Are we losing our battle behind the counter?"

When fat lambs brought to market are penalized because they weigh in excess of 100 to 110 pounds and the producer is required to give to the processor the weight over a specified weight without any reimbursement, something is wrong. I am positive that this extra 5, 10 or 15 pounds is not given away to either the shops selling it or the customers who buy it.

The price of lambs has been rapidly giving way to the price of beef cattle

and hogs. As a concrete example, the Agricultural Marketing Service for Thursday, April 3, 1958 at Denver, Colorado, reported "bulk high good to low choice fed steers 1,200 pounds and down sold for \$27.25—\$29," while the same report quoted "lambs choice 119 pounders made \$22.25 and good choice wool lambs sold during the week at \$21." and "choice 93-pound spring lambs sold at \$25.00. Something is wrong when we have this wide spread between lambs and beef cattle.

One of the largest distributors of food advertises, "Angel Lambs Only \$1.00 Each With Package Labels. These angel lambs have a 'woolly lamblike coat' of dacron."

Recent releases in outstanding daily newspapers have recorded conversations between the clerk and the customer in the selling of textiles where the clerk recommended a man-made fiber by its designated name, indicating that it was a product of various animals, and at the same time he discouraged the use of wool. I am convinced that wool is not getting its proper recognition through the stores and by the store representatives merchandising their wares. As a final conclusion I must caution the customer cannot buy the products of our industry unless the store handles them. We must, as an association, develop outlets and salesmen's interest in the distribution of our wares.

No customer can buy unless the store carries the merchandise and few will buy unless the product is recommended by the salesman. I am sure we need more activity behind the counter in the interest of our products.

—J. R. Broadbent, President  
Utah Wool Growers Association

## Animal Health Report

Two cases of scrapie were reported by the Animal Disease Eradication Division of the Agricultural Research Service in February—one in Connecticut and one in Ohio.

One case of blue tongue was found during February in Texas.

Scabies was diagnosed in some 78 flocks, all in eastern and midwestern States. Largest number of outbreaks were in Illinois (32), Ohio (13), and Iowa (11).

## HALOGETON LOSSES IN UTAH

Several owners of sheep in Sanpete County report considerable loss from halogeton. In one instance the loss amounted to 300 head.

# Clean Basis Sales Guides Presented

By ALEXANDER JOHNSTON  
Wool Department  
University of Wyoming

(This is the supplement to the article "Are You Selling Your Wool to the Best Advantage?" printed in *The National Wool Grower*, January 1958)

THE transactions involved in selling a number of 1957 clips of grease wool on the clean basis with core tests for shrinkage have been analyzed.

The analysis revealed certain irregularities in this method of sale that can be avoided in future transactions of this kind by wool growers. Elimination of these variations will influence the evolution of a standard method for calculating grease-wool values based upon the current market values for clean wool and the coretested shrinkage.

By this means it will be possible to establish a selling value for grease wool that is equitable to both the buyer and to the seller, if the following points are fully understood and agreed upon by both parties.

## (1) Certification of Coretest Shrinkage

The entire transaction should be based only upon a certificate of shrinkage issued by an accredited commercial wool-testing laboratory. This certificate should state clearly (a) the number of bags in and the weight of the lot at the time of coring, (b) the amount of clean wool fiber present in terms of percentage, and (c) the date upon which the coretest was made. The sampling should be done by an agent of the commercial laboratory in order to eliminate controversy.

## (2) Tag Deductions

When wool is cored for determination of shrinkage, buyers should make no weight deduction or price deduction for tags, since tags contained in the grease wool have already been accounted for in the core sample. It is unfair to make a tag deduction after the wool is cored. In the legal sense, this is a breach of contract through indirect means. Wool growers who allow this will simply be taking an additional penalty for tags.

*The best way to handle tags is for the grower to separate all of them completely from every fleece at shearing time, and pack them in a separate bag, and sell them for a specific tag price.* Thus, excessive tags will be eliminated from the core samples.

The bags of crutchings should not be included with the bags core-sampled. They should be packed apart from the ewe wool and sold separately.

## (3) Freight Deduction

If the agreement with the buyer is made to core test and sell the wool *f.o.b. the shipping point*, then no deduction should be made for the cost of freight.

If the agreement is made *to deliver the wool in Boston* and then core test it, the grower will have to pay the freight from the shipping point to Boston.

For this reason, the grower should have a clear specification in the contract with the buyer, of the exact place where the wool will be core tested and sold on the clean basis.

## (4) Black-wool Deduction

Black fleeces should be sold entirely separately from the white wool. Generally, black wool is worth approximately two-thirds of the price for white wool. For this reason it is not necessary to core the black wool. Usually the black wool in a clip amounts to a very small proportion of the total weight.

## (5) Ram-wool Deduction

No deduction should be made from the price of whitefaced ram wool, because it has approximately the same value as ewe wool. For this reason the bags of whitefaced ram wool should be included with the bags of ewe wool when they are core tested for shrinkage. Wool from blackfaced rams should never be thrown in with whitefaced ewe or ram wool; it should be sacked separately and sold separately for as high a price as the buyer will pay.

## (6) Burry-wool Deduction

A fleece is not burry that contains one burr, or two burrs, or three burrs. But when the wool grower in clasping the tied fleece feels several burrs in each handful of wool, then the wool is burry. When wool is core tested, then the burrs become part of the shrinkage. For this reason the grower should not allow the buyer to make a *specific* deduction for burrs from the grease price. Always remember that if, in the buyer's opinion, there should be a deduction for this defect, he will make it from the clean price per pound before he offers this clean price to the grower.

It would be best for the grower to keep aside any fleeces that are distinct-

ly burry and to sack them separately, and to sell them separately, as the tags are sold separately.

## (7) Eye-wool Deduction

Because wool clipped from the eyes (eye wool) is very short in fiber length, it should be kept separate from the other wool and sold separately. It should not be included and cored with the clip. Eye wool is worth about as much as short French combing wool because it is extremely light shrinking.

## (8) On Weight Basis

When selling grease wool on a clean basis price with the core test, the weight of the clip at the time of coring should be the selling weight. As time elapses, the weight of the clip may change appreciably and thus the shrinkage will alter. For this reason it is best that settlement should be made for the wool on the weight of the clip at the time of coring.

## (9) Cost of Coring

The usual practice is that the grower pays half the cost of coring and testing and the buyer pays the other half. This would seem to be quite fair to both parties. The buyer can use the certified core shrinkage later on when he sells the wool to the mill. It is customary for both parties to specify the right to recore any wool at his expense.

## (10) Tare Deduction

It is quite logical for the grower to allow the buyer a deduction from the gross clip weight for the weight of the jute bags. This is necessary because the weight of the bag does not enter into the shrinkage of the wool determined by the core test. Usually this tare amounts to from three and a half to four pounds, which is the average weight of an empty wool bag.

## (11) Yearling Wool

The bags of yearling wool can be cored along with the ewe wool to give one core shrinkage for the clip. However, if there are over 10 bags of yearling wool, then it might be to the wool grower's advantage to have it cored separately and sold separately. Yearling wool usually is lighter shrinking and of longer staple than the ewe wool in the same clip.

In selling on the clean basis, the most important decision for the grower and buyer is the value per pound of the clean wool. The best source of current wool-price information is the *Weekly Review of the Boston Wool Market*, a one-page pamphlet. Wool growers can obtain this report by mail, free of charge, simply by writing to Everett A. Rhodes, Market News Branch, Agricultural Marketing Service, U. S. Department of Agriculture, 709 Appraiser's Stores Building, Boston 10, Massachusetts, requesting that their names be entered upon his weekly mailing list.

## OTHER MALADIES

By Hadleigh Marsh and E. A. Tunnicliff

**F**OOT rot sometimes is thought of as including several conditions of the feet of sheep, but we use the term firmly for only one specific infectious disease.

Its main symptom is severe lameness in one or more feet. A sheep whose fore feet are affected often feeds on its knees. Only the hoof is involved. No swelling or other change occurs in the foot or leg above the hoof.

The condition starts with a small sore on the inside of the claws or in the soft tissue of the bulb of the heel. From there it spreads under the horn of the sole and inside the horny wall of the hoof. The dirty-gray, cheesy material formed between the horny wall of the hoof and the softer tissue beneath causes the horn to separate from the tissue beneath. The loosened horn becomes overgrown and the foot deformed. The diseased tissue stinks.

Foot rot develops and spreads among sheep when they are on wet ground, like swampy pastures and wet corrals. But pasturing on wet or muddy ground will not of itself produce foot rot. The infection must be brought in on the feet of a sheep that has foot rot. Then, if the ground is wet and the feet are softened, the infection may spread quickly through a flock. The disease does not spread when the sheep are on dry, hard range.

The infection lives only a short time in the soil. One need not be afraid of pastures or corrals where foot-rot sheep have been if the premises have had no sheep on them for a month—although the infection actually dies out in less than a month.

Foot rot may be confused with festering conditions of the foot that are caused by infection with ordinary pus-producing organisms. The hoof itself in such cases is not primarily involved, but abscesses form in the tissues above the hoof. Sore feet may also occur in connection with contagious ecthyma (sore mouth) and lip-and-leg ulceration, but those lesions also are above the hoof itself.

The treatment of foot rot should start immediately after the diagnosis. The way to avoid a long and expensive experience with a diseased band of sheep is to tackle the condition vigorously with the aim of stamping out the infection as quickly as possible.

It is no good to spot the visibly lame sheep and treat them with something

to make them feel better. Every sheep—lame or not—should be set up and every foot examined.

All feet that show anything wrong must be thoroughly trimmed to expose all diseased tissue. Enough of the horn must be cut away to expose every spot of infection, even if it is necessary to remove nearly all the horn. The sheep are then walked through a foot bath containing a saturated (30 percent) solution of copper sulfate. The unaffected sheep must also be walked through the foot bath. After treatment, the sheep should be moved to fresh dry pasture or range.

The feet will be cured if the trimming has been thorough. It seldom happens in actual practice that every foot is cleaned up on the first round. The sheep must be carefully examined at short intervals, and the process should be repeated until no infected feet can be found.

**P**ROGRESSIVE pneumonia is a slowly developing, chronic, progressive disease of the lungs. It is marked by a gradually increasing difficulty in breathing and emaciation.

Sheep affected with this disease are commonly known as "lungers" or "heavers" in the Northwestern States. Progressive pneumonia in the United States is a disease of range sheep. It has not been reported as occurring in the farm flocks of the Central and Eastern States.

The percentage of cases in infected flocks is difficult to estimate, but probably two to three percent a year is a reasonable figure. None of the affected sheep recover.

It is less apparent in the young sheep than in older animals. Some of the ewes culled for age are actually lungers and are sold out of the range bands before progressive pneumonia kills them. Most of the sheep in which symptoms are observed are relatively old ewes—four, five and six years old. Clinical cases occur in younger sheep, but symptoms rarely appear in yearlings.

The main symptom is the gradually increasing difficulty in breathing. The rate of breathing, particularly after exertion, increases slightly at first.

As the condition advances, the affected ewes may be easily picked out after a drive, because their heads rise and fall with each breath. There is a double expiratory effort, which can be observed even in the early stages when the sheep are standing quietly after

being moved. Over a period of several months the respiratory distress increases, and the sheep become emaciated and die. Lunger sheep live two or three months or even a year or more after symptoms are first noticed.

The pathological lesions are confined to the lungs. When the chest of a sheep dead of lunger disease is opened, the lungs do not collapse. They retain the shape of the chest cavity; when they are removed, they are three times as heavy as a normal lung. Instead of the normal bright-pink color, they have a combination of a dull-gray and dull, pale-red appearance. The tissues are so thickened that there is little air space.

The cause of progressive pneumonia has not been determined. It is transmissible. The infective agent may be a virus.

No method of treatment has been developed. The slow development, the difficulty in recognizing the first stages, and the uncertainty as to the cause make treatment difficult.

The only method of control we can recommend is the elimination of affected sheep from a flock as soon as they are detected. Those that are detected early enough may have some slaughter value. A lunger will never raise a lamb. Any feed she consumes is wasted. The general practice of culling range ewes for age helps to eliminate lungers, because the disease is recognized oftener in old sheep than in the younger ones.

**B**LACKLEG is thought of generally as a disease that affects only cattle, but the fact is that it also causes serious losses among sheep.

The symptoms and lesions of blackleg in sheep are like those in cattle.

The treatment and prevention are the same as for cattle. The vaccine that is used for cattle can be used for sheep. When the dosage of vaccine for cattle is five milliliters, a dose of three ml. is enough to immunize a sheep. Because blackleg in sheep is somewhat sporadic, it has not become routine procedure to vaccinate. When blackleg losses occur following shearing, for instance—indicating that the shearing plant and corrals are infective—the flock should be vaccinated. Each year thereafter the young sheep should be vaccinated before exposure to the infected premises.

(Reprinted from 1956 Yearbook of Agriculture.)



# 'Watch Wool Price Course,' USDA Tells Growers

THE U. S. Department of Agriculture on April 18 pointed out to wool producers that under the wool payment program they should consider carefully the possible course of wool prices during the entire marketing year when selling their wool.

Under the incentive payment program, producers gain by getting the highest possible market price for their wool. Incentive payments on shorn wool will be made at a percentage rate which will bring the national average price received by all growers of wool sold during the current marketing year

(April 1, 1958 to March 31, 1959) up to the previously announced 62-cents-per-pound incentive level.

Producers who sell their wool below the national average price for the year will get less than the 62-cent incentive level. For example, during the 1956 marketing year for which incentive payments were made in the summer of 1957, a grower who sold his wool for 35 cents per pound which was below the year's national average price of 44.3 cents per pound received a payment of 14 cents per pound based on the 40 percent payment rate for that year. This

gave him a total return of 49 cents per pound.

A grower who sold his wool for 50 cents per pound during that same marketing year received a payment of 20 cents per pound, giving him a total return of 70 cents per pound for his wool.

While market prices differ greatly for the wide range of grades and classes of wool produced, each individual grower should market to get the best possible price for his quality wool. Growers who sell their wool when market prices are highest for the year benefit in two ways: (1) more money at the time they sell their wool and (2) larger payments under the incentive program.

In making plans for selling their wool, producers might want to study the relationship of domestic wool prices to world wool prices. During the period of the wool price decline in recent months, wool prices in the U. S. have become lower than usual in relation to reported prices in the world market. (See chart) Prices being offered growers for their wools may be reflecting a situation comparable to that which existed in late 1955 and early 1956 when prices in the domestic market were lower than usual relative to reported world wool prices.

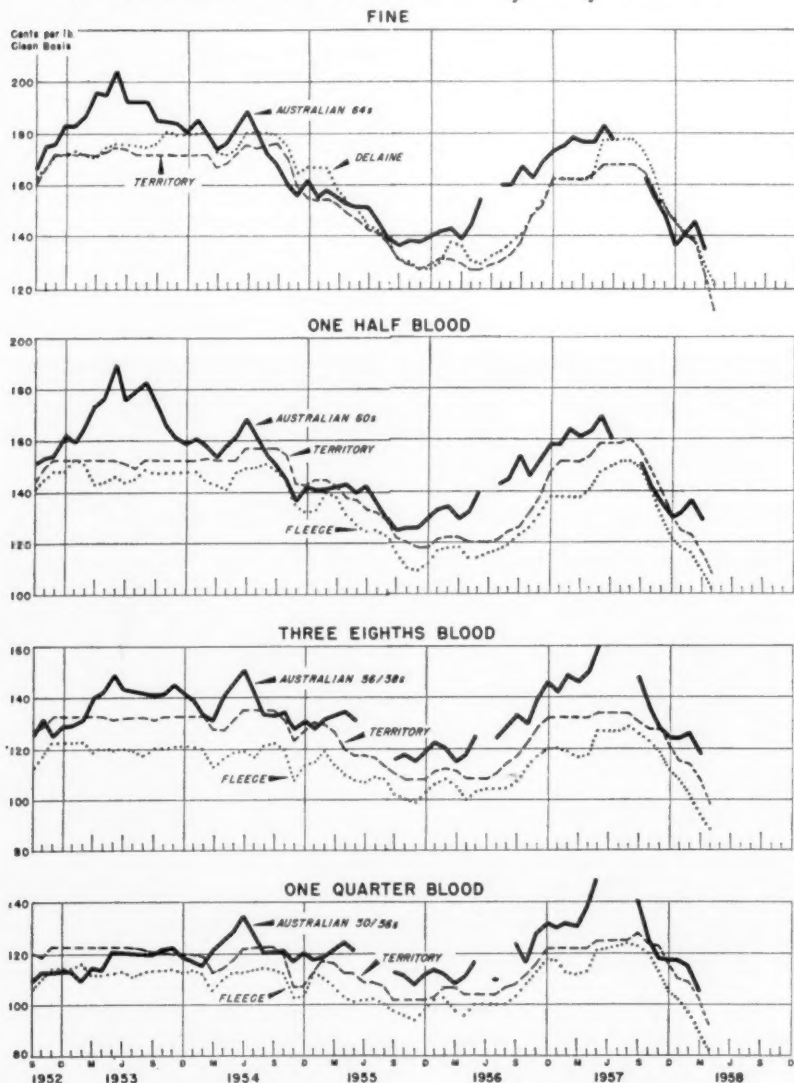
The Department states that it is impossible at this time to predict precisely the rate of incentive payment of be made in the summer of 1959 on wool sold during the current marketing year. The rate will be figured on the basis of the national average price received by all producers for wool sold during the 12-month period. This national average is a "weighted" average and will depend on the course of wool prices from now through next March and the volume of wool sold each month.

Growers in selling their wool during the marketing year will determine the national average price for the marketing year. Free selling early in a marketing year under conditions of uncertainty in the wool textile industry could result in a low national average price which would unnecessarily increase payments and the cost of the incentive program. The total amount of incentive payments under the National Wool Act of 1954 is limited to a portion of the duties collected on imported wool and wool manufactures.

Payment rate for the marketing year just ended on March 31 will be figured in June and payments to growers on wool sold during the April 1, 1957, to March 31, 1958, period will be completed by late summer or early fall.

—USDA Release

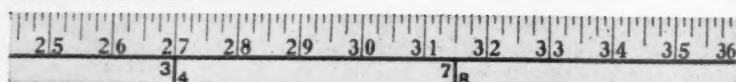
## Wool Prices at Boston and Sydney Australia



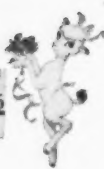
Prices for Australian 64's and 60's are for good to average length wools and for 56/58's and 50/56's are for crossbred fleece combing wools landed Boston (duty paid), as reported in *Daily News Record*, adjusted to American yield and for market preparation;

quotations for domestic territory and fleece wools which are for good French combing and staple wools and for Delaine were compiled from *Weekly Review of the Boston Wool Market*.

## from the Wool Bureau:



nothing measures up to **Wool**



**T**HE Wool Bureau and the National Grange jointly announced intentions to again sponsor their annual Hooked Rug Contest. The contest will begin in the fall with district and State finals. The national finals will be conducted later, during the annual convention of the National Grange. Some 70 awards, totaling well over \$1000 in value, will be presented to winners. The contest is open to all Grange members.

Further information may be obtained by writing Mrs. Alta F. Peck, Litchfield, Connecticut, or Max F. Schmitt at the Wool Bureau, 16 West 46th St., New York 36, New York.

Wool promotion continued to play an important role in the work of the Wool Bureau during April. The Bureau emphasized men's pure-wool, tropical, worsted summer suits in double-page, full-color ads appearing in the April 28 issue of *Sports Illustrated* magazine and the May issue of *Holiday* magazine. An expanded merchandising program in store window displays backed up the ads.

In woman's wear promotions, the Bureau opened its fall fabric exhibit for store buyers, magazine editors and fashion designers. "Knit-It-Yourself" feature material, regularly distributed to newspapers, also was adapted for television and distributed to TV stations.

In addition, promotion material on wool upholstery for automobiles and a wool travel wardrobe was distributed to more than 750 daily newspapers.

In other wool promotion, Woolknit Associates featured two illustrated stories in Scripps-Howard syndicated columns, reaching 60 million individuals. Woolknit promotional material also appeared in *Diplomat*, *Glamour* and *Charm* magazines.

A fall advertising and merchandising program which will make 1958-59 the wool industry's biggest promotion year was announced by the Wool Bureau.

In addition to broader advertising schedules in consumer publications and enlarged trade programs directed at

manufacturers and retailers, a new series of ads directed at home economics instructors is planned. These ads will tie in closely with the Bureau's educational program and will give information about wool's basic properties, performance and care and home sewing.

The program will emphasize teen-age and college markets, home furnishings and automobile upholstery fields. The program also will stress distribution of sales training material to retailers.

Both men and women in the United States have shown a definite preference for woollen fabrics over worsted fabrics in the past four years, the Wool Bureau reports.

Nine out of every 10 yards of wool fabrics produced for women's wear

were woollen—tweeds, flannels and other soft types. Men also showed a preference for the soft fabrics, though not nearly as great as that of women. Some 54 percent of all wool fabrics produced for men's and boy's wear during 1957 were woollens.

One ray of sunshine amid the gloomy statistics reflecting last year's decline in men's clothing business was the continuing recovery of wool-content fabrics in the highly competitive summer-weight suit and separate trouser market. In its "Men's Clothing Review for 1957," the Wool Bureau's Department of Economics and Statistics points out that the weekly production rates of these items made of fabrics containing 50 percent or more wool rose 5 percent and 13 percent, respectively, from 1956 to 1957, in contrast to declines of 3 percent and 19 percent, respectively, in the rates for all other fabric types.

The Wool Bureau finds some favorable factors in the outlook for 1958 men's tailored clothing business which only a protracted recession could negate. There are extremely competitive raw wool prices, reduced retail inventories, and the need of consumers to replenish their wardrobes.



Max F. Schmitt, president of the Wool Bureau, and Mrs. Alta F. Peck, national home economics chairman for the National Grange, admire a striking handmade, wool picture rug. The rug, made by Mrs. Nettie Gottsche of the Hampden Grange, Massachusetts, won both "Best of the Show" and first prize in the pictorial and geometrics divisions of the 1957 Hooked Rug Contest. For 1958 contest information see the above article.



Mr. Werner

## Wyoming Couple Visit Sheepmen In South Africa

**H**ERMAN Werner, well-known Casper, Wyoming, sheep and cattle man, recently visited the Union of South Africa and discovered that when it comes to the sheep industry "South Africa is anything but a backward nation."

Mr. Werner, who, with his wife, was a guest of the South African Wool Board, was lavish in his praise of the Union's wool industry. "The wool growers of South Africa are very progressive and in many respects have made more progress than we have in our country," he said.

The Werners spent most of their two-week stay touring farms and ranches in the region of the Union's two capital cities, Capetown, at the extreme southern tip of the African continent, and Pretoria, several hundred miles to the north, in the south-central sector. Though the Werners' visit was limited to these regions, they were quick to point out that the Union's sheep industry is not confined to the toured areas.

"The economy of the Union of South Africa is based almost entirely upon gold and wool. Naturally, the attention given the sheep industry by both the people and government is very great," the veteran livestockman explained.

The Werners arrived at Jan Smut Airport, located between Pretoria and Johannesburg, on February 24, 1957. The following day they began their tour, which had been arranged by Jan Moolman and T. F. Hurly of the South African Wool Board.

The importance of the Wool Board in South Africa was heavily stressed by Mr. Werner. "The Board is a combination of the National Wool Growers Association, the American Sheep Producers Council and the Wool Bureau. Furthermore," Mr. Werner added, "the SAWB is fully recognized by the government. The Board has charge of all advertising and promotion work, has many responsibilities in wool marketing and even has been granted powers by the government to levy assessments or taxes on wool which, in turn, are spent under the Board's supervision."

First stop on the tour was Pretoria, the administrative seat of government. Highlight of the visit was a trip to the Pretoria Veterinary College where pioneering has been carried on in the treatment of blue tongue by inoculation. The Werners watched scientists carry out research and experimental work on this and other animal diseases.

The college was described as "up to date" by the visiting Americans, who also said personnel were "doing an outstanding job in research."

Also while in Pretoria, the Werners visited a monument commemorating South African pioneers, who, in years past, entered the veld by ox-cart and on foot. "These pioneers endured hardships and disappointments, just as the pioneers of our western country did. Many of them were massacred by natives, just as our pioneers were massacred by Indians," the Werners explained.

Upon leaving Pretoria, the visitors traveled to Bloemfontein, a city in the south-central sector of the Union, and Middleburg, a neighboring country village.

At Bloemfontein, the couple visited Glenn University, and were shown work being carried out in sheep production and pasture improvement methods, which they termed "very valuable." To their surprise, the Werners found that the "small country village" of Middleburg is the home of Grootfontein University, the Union of South Africa's largest agricultural school. At the institution, they were taken on an extensive tour and shown projects "pertaining to wool and sheep production—soil conservation, research on grazing, carrying capacity. These studies have been going on for years and these people are extremely well informed on wool grading, feed conditions, nutrition, grazing capacity and many other things."

It was also near Middleburg that the visiting Americans met a breeder named Southy and saw his trophies, which they described as "the largest array of prize ribbons earned by a single breeder that we have ever seen."

During the next days, the Werners visited many privately owned ranches and farms. They said "most sheep are pastured with sheep-tight fences. There are no herders, just overseers. Wethers, or 'hamels' as they are called by the South Africans, are run just for wool production. Predators, also are pretty well controlled."

Mr. and Mrs. Werner said the nation's sheep population numbered about 30 million head. They were also impressed with soil and water conservation and water storage practices being used by individual ranchers throughout South Africa. However, they did note that many rivers, particularly along the coast of the Indian Ocean, were being allowed to empty entirely into the sea. They added, however, that "knowing the driving power and determination of these people, we are certain that it will not be long before these resources are developed."

At New London, the couple attended a wool auction and visited warehouses. "Wool prices were good and the market very active. There were buyers from almost every country. Most of the offs and cheaper wools were being taken by German buyers. The warehouses were all fine buildings. The largest had 268,000 feet of floor space and cost about \$1 million to construct," Mr. Werner said.

Final stop on the journey was Capetown, the legislative seat of government. Here, the Americans visited "excellent harbor facilities," traveled "outstanding coastal highways" and attended a session of Parliament. Their host at Parliament was Senator Cornelius Schabot from Transvaal. The Werners had made his acquaintance several years earlier, when the Senator and his wife were touring Wyoming.

Then, after a day of relaxing and local sight seeing, including native dances, the Werners left South Africa bound for the United States.

"We were given an opportunity to do everything and ask any questions during our stay. Never, in our travels, have we received such courteous treatment as we did in the Union of South Africa. Everyone wanted to entertain us. They wanted to show us their properties and they overwhelmed us with their thoughtfulness and kindness. We have never been more royally treated. We are particularly indebted to Jan Moolman, president of the South African Wool Board, who made arrangements for our entire trip.

"When one considers that the Union of South Africa is not an old country, at least so far as development by the whites is concerned, one can only say that they have made remarkable progress," the Werners concluded.



# Wool Consumption Drops; But Inventories Stay Low

April 24, 1958

ALL the wool market needs is a lot more people buying more wool. Following President Eisenhower's advice, probably the trick could be turned if everyone connected with the wool industry would buy a new wool outfit for every member of his family. At least the trouble in the wool industry seems to stem from lack of orders all the way down the line.

The consumption of apparel class wools declined the first two months of this year compared with the same period last year. However, the average weekly consumption in February of 3,874,000 pounds (scoured basis) was higher than the January average of 3,467,000 pounds. The February average in 1957 was 5,587,000 pounds.

There is little talk of excessive inventories; in fact, one local warehouseman says that when he does sell some wool, the purchasing mill wants it immediately—"wants it yesterday" is the way the dealer phrased it. It is generally noted that cloth buyers are placing their orders closer to actual needs than formerly. They do not contemplate any adjustment in prices, it is presently indicated. The only exception to this is Samuel Hird & Sons, Inc. They cut some men's wear worsteds 25 to 30 cents a yard beginning April 1.

One of the leading trade papers of the country stated early in April that everyone was in agreement that wool prices were low enough to compete with synthetic fibers and low enough to create volume business. However, some in the trade are wondering what the situation will be when shearing is in full swing and the major portion of the 1958 clip is ready for marketing. "Will the market at that time be able to absorb the clip?" is one question they are asking. They are also wondering what the grower's attitude will be then. Will he be a free seller or will he hold his wool? This places considerable responsibility on the grower in the making of the market. It is a responsibility he faces every year—with a lot of factors involved in his final decision. In this connection the U. S. Department of Agriculture is again pointing up the relationship between the price the grower gets for his wool and the amount of his incentive payment. (See page 21.)

Presented with the USDA's release is a chart showing the course of prices for various grades of wool in Australian and domestic markets during recent years.

Since the Easter recess, reports from foreign auctions are conflicting. On April 18, the USDA's Agricultural Marketing Service said that the consensus appeared to be that Australian markets were irregular to slightly easier, with Japan and eastern Europe dominating,

but with some support from other Continental interests. The Cape markets were slightly easier on short wools and unchanged on others, as competition was restricted. The South American markets continued quiet and weak.

Transactions in western producing areas are reported below.

## Western Wool Sales and Contracting

### ARIZONA:

At a sealed bid sale in the wool warehouse in Phoenix on April 3, these transactions were consummated: 18,700 pounds at 39½ cents; two clips, 35,000 and 52,000 pounds at 40¼ cents; and 58,000 pounds at 41¼ cents. Up to April 17, several cars of wool had been consigned to Boston.

## DOMESTIC WOOL QUOTATIONS ON THE OPEN MARKET AT BOSTON

WEEK ENDING APRIL 18, 1958

	CLEAN BASIS PRICES		GREASE EQUIVALENTS BASED UPON ARBITRARY SHRINKAGE PERCENTAGES (3)			
		%		%		%
GRADED TERRITORY WOOLS (1)						
<b>Fine:</b>						
Gd. Fr. Combing & Staple...	\$1.10—1.15	56	\$ .49— .51	59	\$ .45— .47	64
*Ave. & Gd. Fr. Combing.....	1.00—1.05	55	.45— .47	60	.40— .42	65
*Sh. Fr. Comb. & Clothing....	.95—1.00	56	.42— .44	61	.37— .39	66
<b>One-half Blood:</b>						
*Gd. Fr. Combing & Staple...	1.05—1.10	51	.52— .54	54	.48— .51	57
*Ave. to Gd. Fr. Combing.....	1.00—1.05	52	.48— .50	55	.45— .47	58
<b>Three-eighths Blood:</b>						
*Gd. Fr. Combing & Staple...	.95—1.00	48	.50— .52	51	.47— .49	54
*Ave. French Combing.....	.90— .95	49	.46— .49	52	.43— .46	55
<b>One-quarter Blood:</b>						
*Gd. Fr. Combing & Staple...	.90— .95	46	.49— .51	48	.47— .50	50
*Ave. French Combing.....	.85— .90	47	.45— .48	49	.43— .46	51
*Low-quarter Blood:	.85— .90	41	.50— .53	43	.49— .51	45
*Common & Braid	.80— .85	40	.48— .51	42	.46— .50	44

## ORIGINAL BAG TERRITORY WOOLS (1)

<b>Fine:</b>						
*Gd. Fr. Combing & Staple...	1.05—1.15	57	.45— .49	59	.43— .47	61
*Ave. & Gd. Fr. Combing.....	1.00—1.10	59	.41— .45	61	.39— .43	63

## ORIGINAL BAG TEXAS WOOLS (2)

<b>Fine:</b>						
*Gd. Fr. Combing & Staple...	1.15—1.20	54	.53— .55	58	.48— .50	62
*Ave. & Gd. Fr. Combing.....	1.10—1.15	55	.50— .52	59	.45— .47	63
*Sh. Fr. Comb. & Clothing.....	1.05—1.10	57	.45— .47	61	.41— .45	65
*8 Months (1" and over).....	1.05—1.10	55	.47— .50	58	.44— .46	61
*Fall (¾" and over).....	.90— .95	56	.40— .42	59	.37— .39	62

- (1) Wools grown in the range areas of Washington, Oregon, the intermountain States, including Arizona and New Mexico, and parts of the Dakotas, Nebraska, Kansas and Oklahoma. These wools cover a wide range in shrinkage and color.
- (2) Wools grown in the range areas of Texas, mostly bright in color and moderate in shrinkage except in the panhandle where they are considerably darker in color and heavier in shrinkage.
- (3) In order to assist in estimating greasy wool prices, clean basis, market prices have been converted to grease basis equivalents. Conversions have been made for various shrinkages quoted. Prices determined in this manner are largely nominal.

\*Estimated price. No sale reported.

## CALIFORNIA:

A sale of 12-months' ewes wool in the Bakersfield area of San Joaquin Valley was reported at 35 cents. A 12-months' clip of straight fine wool grown in the western part of Fresno County was purchased at 40 cents. Another clip of a similar wool but with a heavier shrink sold in the west side area of the San Joaquin Valley at 38½ cents.

## COLORADO:

Generally it is reported that few wools are moving in Colorado. A report from San Miguel County around mid-month, however, said that some big lots of wool were selling around 42 cents with one lot of fine and half blood (2,000 fleeces) bringing 44 cents. Small lots were reported as selling at 40 cents down.

## IDAHO:

Early in the month 2,800 fleeces of range wool were reported as sold between 41 and 43½ cents. Top price was paid for an early shorn, very light shrinking clip. A small range clip (1,200 fleeces) sold at 38 cents. Several small farm clips brought 40 cents.

Activity increased during the first half of the month. For a farm pool, 36-7/8 cents per pound was paid. For some range clips as high as 43 cents was paid. These clips were all tagged. According to reports the clippings and tags were sold separately at 16 cents a pound. Most of the range fleeces were sold between 40 and 42 cents, and farm flock wools went at 40 cents. At mid-month, two sales were reported at 43 and 44 cents. The tags and clippings were sold separately at 16 cents a pound.

## MONTANA:

The only sale reported for Montana is that of 4,200 pounds, bulk fine and half blood, at 40½ cents.

## NEVADA:

Some 1,500 fleeces of 12 months' wool from yearlings was purchased at 39 cents a pound. The Dangberg Land and Livestock Company clip at Minden sold at 38.33 cents a pound, f.o.b. shipping point. The clip of 3,600 fleeces was mostly fine but with some half blood wool. Last year this clip is said to have brought 52.15 cents.

## NEW MEXICO:

Some 170,000 pounds of wool sold from the Bond Baker Warehouse at Roswell at 33 to 45 cents around the middle of the month. A few clips were sold at the Abe Mayer Warehouse at prices

ranging from 35 cents to 46 cents. New Mexico wools are reported as being light this year. Buyers were also reported as being very particular about how the wool is put up.

## OREGON & WASHINGTON:

In the Willamette Valley 38 cents is reported as being paid for 12-months' wool and 33 cents for lamb's. One report states that some wools have been sold in eastern Washington around 35 and 40 cents. However, very little wool is said to have changed hands in the range areas of Oregon and Washington.

## SOUTH DAKOTA:

At Newell, about three and a quarter million pounds of 1957 wool (60/62's) was reported sold at \$1, clean, landed Boston. It is also reported that this wool was purchased by Pacific Mills to fill the Government serge order on which they made the low bid. Last month's wool market report stated that the only way the order could be filled was through the purchase of wool at 95 cents or \$1 a clean pound.

## TEXAS:

Activity in Texas wools was reported as sluggish. A fair volume of 12-months' wool was purchased early in the month at 40 to 42½ cents, with clean prices of around \$1.15 for best length wools and \$1.10 for average wool. One midmonth sale of original

bag choice 12-months' 64/70's, staple and good French combing wool was sold at an estimated price of \$1.20 clean.

Some 200,000 pounds of 8-months' wool was sold mostly at 45 cents, with some choice lots bringing 47½ cents.

## UTAH:

Around 250,000 pounds of wool was reported sold during the first two weeks of April at 40 cents and about 200,000 pounds close to 44 and 45 cents. Two of the Jericho clips had been sold at 43 cents and one at 41 cents. The wools shorn at the Jericho shearing plant this year are said to be very beautiful clean fleeces.

## WYOMING:

In the Casper area, approximately 40,000 pounds of 12-months' ewes wool including 1957 and 1958 clips moved largely at 38½ and 39 cents. Some 60,000 pounds of light shrinking wool brought 43¾ cents and 20,000 pounds of very light shrinking yearling wool sold at 47 cents. In the Buffalo area 1,800 fleeces of fine 12-months' ewes wool sold at 41½ cents; two other clips sold at 38 cents and 42½ cents. In the Big Horn Basin these sales were reported: 2,400 fleeces at 41½ cents; 3,500 fleeces, three-eighths and half blood, 38 cents. Also 2,100 fleeces of half blood wool sold at \$1.03 a pound, clean, landed Boston. Most of the wools in the Big Horn Basin were moving in a price range of 37 to 41½ cents.

The Warren Livestock Company has contracted its clip at \$1.06, clean, landed Boston, on a core test. This clip, mostly half blood, is regarded as one of the choice clips of Wyoming and is reported as being in excellent condition this year. It is estimated that the Warren Company will net between 40 and 41 cents a pound.

One fairly big operation at Tensleep sold its wool at \$1.15, clean, landed Boston, on a core test. This will net about 48 cents to the grower, it is believed. Another Tensleep clip sold at 38½ cents. The Powell Pool sold at 37½ cents. A couple of clips at Hyattville were purchased at 38 and 41½ cents. In the Greybull area small lots have sold at 35 to 39 cents.

These early shorn Wyoming wools are said to be considerably lighter in shrinkage than normal, and particularly lighter than last year. Along the Union Pacific where shearing was getting under way around the middle of April, some of the wools were said to be a little heavier.

## CORRECTION

Tom Glaze of the Agricultural Research Department of Swift and Company informs the NATIONAL WOOL GROWER that the statement made in its April issue that Swift and Company was closing out its plant in Montevideo, Uruguay, is incorrect, as the Swift Company does not own any meat packing plants in any foreign country other than Canada.

The plant referred to in the news release, Mr. Glaze says, is known as the Swift International, but it is owned by the International Packers Limited, and there is no connection between Swift and Company in the United States and the plant referred to in Uruguay.

The NATIONAL WOOL GROWER thanks Mr. Glaze for sending in the correct information on this item.

## Boasts Qualities of Territory Wool

**B**RENTWOOD Sportswear is firmly convinced that it is about time consumers should be enlightened about the raw material used in the clothing they purchase. Under such a policy, they contend, consumers would soon become aware of the fact that "things produced in the United States are as good, if not better than anything foreign that comes to our shores."

Brentwood Sportswear is also prac-

ticing what it preaches. With each of its famous Brentwood sweaters it is enclosing a leaflet which announces: "This sweater is created from territory wool, the finest virgin wool grown in the United States." The leaflet continues:

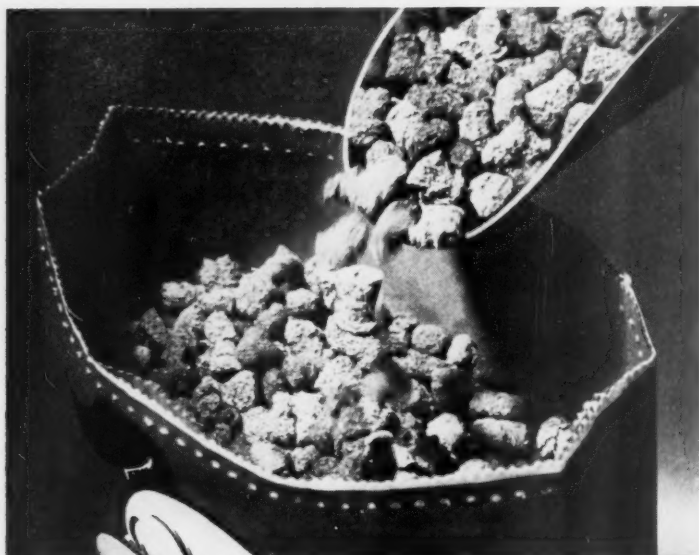
"A living tribute to the ingenuity and resourcefulness of the American sheep rancher from the far West. It's not often one finds wool with such amazing

qualities of lasting beauty. Wool's elasticity and resiliency make it drape gracefully and yet allow the garment to hold its shape.

"Brentwood sweaters knitted from Territory Wool are easy to care for.

"In that vast expanse known as the Western United States, against a stunning backdrop of snow-peaked mountains and clear, bubbling springs, flocks of hardy sheep graze the open ranges. Theirs is an ancestry to be proud of—one that has played an important part in the epoch-making history and development of the West. And this heritage is reflected in the excellence of their wool, with its long, strong fibres and soft, fine texture. When you have selected a garment of Territory Wool, you've selected a part of America's great natural legacy. The lightness and brightness of Territory Wool allows brighter, more colorful sweaters."

This Brentwood project is certainly worthy of emulation by other domestic manufacturers and also of high praise from wool growers. NATIONAL WOOL GROWER readers may wish to write and thank them. Their address is: Brentwood Sportswear, Arch Street at 22nd Street, Philadelphia 3, Pennsylvania. Or better yet, you may wish to buy and wear a Brentwood sweater.



## Entirely New Kind of Dog Food!

**New Friskies Cubes combines 6-flavor variety with crunchy new texture!**

Here is news about the most remarkable dry dog food in many years.

No other dry product offers you the many advantages of new Friskies Cubes.

**EASIEST TO FEED.** Just pour from package. No mixing necessary. A complete diet in itself. Gives needed bulk, plus balanced nourishment. Can also be fed moist.

**HIGH TASTE APPEAL.** Six different colors and flavors in every package—meat, liver, milk, fish, vegetable, chicken. The crunchy, bite-size shapes are easy to digest, stimulate teeth and gums.

You can feed and recommend new Friskies Cubes with the utmost confidence. Made to the high standards of **Carnation**.



Available in economical 25- and 50-pound bags, plus many other convenient sizes. For variety, feed fully-nourishing Friskies Meal and canned Friskies!

## 1958

### SHEEPMEN'S CALENDAR

#### National Association Events

August 20-21: National Ram Sale, Ogden, Utah.  
January 26-29, 1959: National Wool Growers' Convention, Portland, Oregon.

#### Conventions and Meetings

July 23-24: Colorado Wool Growers' Convention, Salida, Colorado.  
August 14-15: California Wool Growers' Convention, San Francisco, California.  
November 9-11: Washington Wool Growers' Convention, Yakima, Washington.  
November 11-13: Idaho Wool Growers' Convention, Pocatello, Idaho.  
December 8-10: Texas Sheep and Goat Raisers' Convention, Dallas, Texas.  
January 14-17, 1959: American Cattlemen's Convention, Omaha, Nebraska.  
January 26-29: National Wool Growers' Convention, Portland, Oregon.

#### Sales

May 5-6: California Ram Sale, Sacramento, California.  
August 1-2: Nevada Ram Sale, Ely, Nevada.  
August 5-6: Washington State Ram Sale, Yakima, Washington.  
August 6: Idaho State Ram Sale, Filer, Idaho.  
August 20-21: National Ram Sale, Ogden, Utah.  
September 9-10: National Columbia Show and Sale, Douglas, Wyoming.  
September 13: Idaho Fall Range Ram Sale, Pocatello, Idaho.  
September 18: Montana Ram Sale, Miles City, Montana.  
September 25: U. S. Sheep Experiment Station Sheep Sale, Dubois, Idaho.

#### Shows

May 4: Far Western International Sheep Dog Trials, Sacramento, California.  
May 4-6: California Wool Show, Sacramento, California.  
October 31-November 9: Grand National Livestock Show, Cow Palace, San Francisco, California.





## LAMB PROMOTION NEWS

from American Sheep Producers Council

A new public relations program designed to promote and publicize American-made wool products is being launched by the American Sheep producers Council. Plans for the campaign will be presented to representatives of the industry by the Council May 2, in Boston.

The program, which will emphasize the value and quality of American wool and woolen goods, has been developed during the past three years by Robert S. Taplinger Associates in cooperation with the ASPC. Services of the Taplinger organization will be retained to activate the plan. Mr. Patrick F. Fahy, formerly associated with Fairchild Publications, has been employed to assist in this project.

The program will be handled from five principal points: ASPC headquarters, Denver, Colorado, and Taplinger offices in New York City, New York; Chicago, Illinois; Los Angeles, California, and Washington, D. C.

Highlight of the ASPC April promotions program was the launching of a five-month promotion of Lamb Roast Royale for hotels, restaurants and institutions.

The Roast Royale, a boned, rolled and tied lamb shoulder, was featured in two color ads in all major hotel and restaurant journals, as well as full-page, color ads in some newspapers during the Easter season.

The ads, designed to stimulate greater use of lamb in restaurant trade as well as in homes, were backed up by various merchandising aids. Folders explaining how to cook and carve Lamb Roast Royale, a leaflet listing all lamb roasts available to buyers, table display cards and menu clip-ons were distributed to consumers.

Other lamb advertising was heavily concentrated in California and the Houston, Texas, area during April.

The ASPC's new film, "Let's Have Lamb," will be circulated annually among 150 secondary schools and seven junior colleges by the Los Angeles City Board of Education. It is estimated

that some 96,000 students will see the film each year.

The ASPC also released its first monthly report on the film. Some 185 audiences, comprising almost 20,000 persons, saw the movie. It was presented to civic clubs, parent-teacher groups, schools, hospitals and farm groups in 19 states.

Alex Hardt, Broadview, Illinois, meat sales and merchandising specialist, joined the ASPC staff April 1, as a member of the lamb merchandising department.

Mr. Hardt, 36, had been employed for the past 10 years by a meat processing firm. He will visit various lamb promotion areas and assist retailers in problems of lamb cutting, merchandising and display.

The ASPC also reports merchandising and promotion of lamb on local levels is "progressing rapidly." Field reports from the Northwest, the Houston, Texas, area and Chicago, Illinois, have all been very favorable.

Promotion efforts in these areas have brought about greater cooperation with packers and retailers, leading to greater allotments of display space to lamb.

The Council further reports success in promoting the use of lesser known cuts. The ASPC said "lamb stew for the first time passed 19 cents per pound in the Northwest, and is now selling for 25 to 29 cents per pound. In Chicago, it also jumped from its previous level of from 14 to 17 cents per pound to from 27 to 29 cents per pound."

G. N. Winder, president of the American Sheep Producers Council in Denver, has appointed advisory committees for wool, lamb and administration from the board of directors of the council.

The administrative group includes: Rogers G. Davis of Natchez, Miss., Harold Josendal of Casper, Wyo., A. B. Moyer of Fargo, N. D., Jerry Puckett of Fort Stockton, Tex., and Farrell M. Shultz of DeGraff, Ohio.

The lamb advisory committee is made up of: J. R. Broadbent, Salt Lake City, Utah; George K. Hislop, Yakima, Wash.; Harold Ledingham, Mitchell, Neb.; Joe Mendiburu, Bakersfield, Cal.; and Oren Wright, Greenwood, Ind.

Members of the wool advisory committee are: Luther Belden, North Hatfield, Mass.; Daniel Fulton, Ismay, Mont.; James H. Lemmon, Lemmon, S. D.; A. S. MacArthur, Wagon Mound, N. Mex., and Walter L. Pfluger, Eden, Tex.

These committees will act in an advisory capacity to the officers and staff of the council.

THE ALL NEW  
HOME on the RANGE



SHEEP CAMP TRAILER NOW AVAILABLE  
Come In or Write

TWO BED \* \* \* NEW CHASSIS

Ahlander Mfg. Company  
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ARE BETTER BECAUSE:

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- Suffolk Lambs grow rapidly — have more weight at market time.
- Suffolk Lambs have an excellent carcass.

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THE AMERICAN SUFFOLK SHEEP SOCIETY  
C. W. Hodgson, Secretary  
Moscow, Idaho

When Answering Advertisements  
Please Mention the  
NATIONAL WOOL GROWER



THE  
HAMPSHIRE

Sure I'm In Demand . . .  
I Produce More Pounds of  
Lamb Per Ewe.

Breeder's List and Information of  
AMERICAN HAMPSHIRE SHEEP ASSOCIATION  
Stuart, Iowa



## Increased Receipts, Weak Wholesale Price Trend Shake Market Stability

April 24, 1958

**L**AMB market stability was shaken during April by growing market receipts and a weak trend in the wholesale dressed lamb trade.

In California, warm weather and adequate moisture tended to mature range feed rapidly and force many sheepmen to move their stock to market.

The problem of large market receipts was accentuated by \$1 to \$4 skids in dressed lamb trade, as already large supplies apparently became too big for demand to readily absorb. Consequently, live trade found prices declining a like amount during the latter part of April.

Good feed also put extra weight on lambs in some areas which led to discounts for growers.

The only bright ray which filtered through the otherwise bleak April market was an increased demand from the Midwest and East, which, it was hoped, would absorb sizable amounts of the increased supplies. There were some indications, the Department of Agriculture reported, that demand would remain on the increase. The Department did not disclose what the indications were, however.

Choice and prime grade slaughter lambs sold for \$17 to \$24.75 during April, with lower prices closing out the month. Large drops in market price were taken mostly at Chicago and Ft. Worth, where prices skidded from \$1.50 to \$4 in late April.

On April 24, prices at Chicago were at \$20 to \$23, while Ft. Worth prices were at \$17 to \$22. Chicago had opened the month at \$21.50 to \$24.50, and Ft. Worth at \$21 to \$24.50. Other major market reports indicated prices down 50 cents to \$1.

In good and choice classifications, prices also skidded to monthly lows. Major price drops were again recorded at Chicago and Ft. Worth. Chicago declines ran \$2, while Ft. Worth prices ran \$2.50 to \$3.50 lower. Other major markets once more showed prices down 50 cents to \$1. Prices ran from \$16 to \$24.75 throughout the month at all markets, with both the high and low recorded at Ft. Worth.

Prices paid for cull through choice

grade slaughter ewes also dropped at major markets, though not nearly so drastically as declines suffered by slaughter lambs. All grades of ewes were selling from \$1 to \$2 lower on April 24 than they were at the first of the month.

Good to choice ewes brought prices ranging from \$6.50 to \$11, while cull and utility ewes sold at \$5 to \$10.25. Both high figures were at Ft. Worth. The lows were recorded at Chicago and Omaha.

Price and demand for feeder lambs remained considerably more consistent during the month than for either ewes or slaughter lambs. Omaha reported no change in feeder lamb prices during April, except for a small 25-cent hike on good grade lambs. Ft. Worth reported prices on good and choice quality feeders at 50 cents higher to 50 cents lower on April 24, as compared to April 1. Medium to good quality feeders were reported at \$1 higher to 50 cents lower during the period.

Medium through choice grade feeders brought \$20.50 to \$23.50 at Omaha during April, while medium to good quality feeders brought \$17 to \$21.50 at Ft. Worth.

### Country Sales and Contracting

#### ARIZONA

Early in April some 34,000 mostly choice, 90- to 100-pound spring lambs contracted at \$23.50 for delivery throughout the month.

Later, 20,500 mostly choice, 85- to 100-pound spring lambs also sold for delivery in April at \$23.50. Also contracted were 2,850 head of 70- to 80-pound spring feeder lambs at \$22; some 600 mostly choice old crop slaughter lambs at \$22; about 900 choice with some prime 94 pound spring slaughter lambs at \$23, and 900 choice, near 95-pound spring lambs at \$22. The last 900 were sorted out of a string of 8,000 for immediate delivery to the East, f.o.b. ranch at 4 percent shrink.

#### CALIFORNIA

At the beginning of the month, three loads of mostly choice, 95-100 pound spring lambs sold for \$24, and 4,600 yearling ewes, contracted out of the wool with delivery after shearing, brought \$24 to \$26.

In the middle of the month, nearly 15,000 mostly choice spring lambs in both the San Joaquin and Sacramento valleys sold at \$24. Three loads of good and choice 111-pound lambs brought \$21.75, while two loads of mostly choice old crops, with No. 1 and 2 pelts, brought \$21.50 to \$22.

Towards the end of the month, nearly 25,000 choice and prime spring slaughter lambs sold for \$22 to \$23. These included 3,500 head of 100-104 pound lambs at \$23; some 7,000 head of 60-pound and up lambs to go east by May 10, and 6,000 head of 60-pound and up lambs for May delivery to local slaughterers at \$22.50.

Ten loads of good to mostly choice,

#### Prices and Slaughter This Year and Last

	1958	1957
Week Ended .....	April 19	April 20
Slaughter at Major Centers .....	232,743	216,475
Chicago Average Lamb Prices: (wooled).....		
Choice and Prime .....	\$22.88	\$24.50
Good and Choice .....	21.63	23.62
New York Av. Western Dressed Lamb Prices:		
Prime, 45-55 pounds .....	48.60	51.40
Choice, 45-55 pounds .....	46.90	50.90
Good, All Weights .....	46.00	

#### Federally Inspected Slaughter—March

	1958	1957
Cattle .....	1,360,000	1,514,000
Calves .....	521,000	632,000
Hogs .....	4,818,000	5,380,000
Sheep and Lambs .....	996,000	1,011,000

EDITOR'S NOTE: 1958 dressed lamb prices are for old crop lambs, while 1957 prices were for spring lambs.

106-123 pound old crop shorn lambs, with No. 1, 2 and fall shorn pelts sold at \$17.50 to \$20. Two other loads of good and choice old crop feeder lambs brought \$16 to \$17.

#### COLORADO

In northern Colorado at the beginning of the month, choice woolled lambs, weighing 110 pounds and under, brought \$22 to \$22.50.

A week later, the same type lambs brought mostly \$22, with rare bids of \$22.50. At the same time, shorn lambs sold at \$20.50.

Late in the month, 1,400 good to choice woolled lambs, expected to weigh around 114 pounds, sold at \$20.50, while 1,000 shorn lambs brought \$19.75.

#### IDAHO

Towards the middle of April, 800 choice, 98-pound spring slaughter lambs in the Minidoka area contracted for \$24.35 f.o.b. at three percent shrink, while 4,500 mixed fat and feeder spring lambs in the Castleford area contracted at \$21 straight across for delivery in June and July.

#### MONTANA

Montana country sales and contracting were in the "clean up" phase in April. In the Sidney area in the early part of the month, four and one-half cars of yearling woolled whitefaced ewe lambs, estimated near 100 pounds, brought \$25.50 to \$26, per 100, while 20 cars of mixed fat and feeder woolled lambs sold at \$20.50, on 100-106-pound weight, discount above 110 pounds. At Absarokee, 1,100 whitefaced ewe lambs, estimated at 80-85 pounds, went for immediate delivery at \$24.25.

Toward the middle of the month, 750 woolled whitefaced coming yearling ewes turned at \$27 in southwestern Montana, while 600 head of lambs estimated at 95 pounds went for immediate delivery at 25 cents per pound in central Montana. At Livingston, 1,000 mixed blackfaced feeder lambs contracted at \$22 for delivery September 11, with the grower having the privilege of sorting off the fats. In the Madison-Jefferson Valley, 600 whitefaced wether feeder lambs contracted for fall delivery at \$20. At Alzada 1,000 whitefaced lambs contracted for October 1 delivery at 21 cents per pound for wethers and 23 cents for ewes.

#### NEVADA

The only reported buying activity in Nevada took place in mid-April, when at least 20,000 blackfaced lambs contracted at \$22 and 4,000 whitefaced lambs at \$20. All the lambs were for fall delivery.

#### NEW MEXICO

Reported buying activity was limited

to ewes in New Mexico. In the middle of the month, some 300 ewe lambs, weighing 85 pounds, brought \$23.50 per head. Later, about 2,500 northern New Mexico aged ewes, some with lambs at side, brought \$25. Another 1,500 two to five-year-old ewes sold at \$27.50.

#### OREGON

Early in April, 1,600 head of Willamette Valley, old crop, fed, shorn lambs, weighing 100-115 pounds, brought \$21 to \$21.50 on a delivered basis. Some 1,200 whitefaced mixed ewe and wether lambs contracted for September delivery at \$21 straight.

In mid-April, 800 additional Willamette Valley, old crop, shorn feeders sold at \$21 to \$21.50.

#### SOUTH DAKOTA

According to reports from Belle Fourche some 2,600 yearling ewes and 200 five and six-year-old ewes were sold during the early part of April.

In the Newell Area, 1,400 whitefaced yearling ewes contracted at \$26 per head for delivery August 25. An additional 1,000 whitefaced yearling ewes sold at \$22 per head for delivery September 15, and 200 whitefaced yearling ewes brought \$24 per head for immediate delivery. At Vale, 200 five and six-year-old ewes sold at \$29 per head for immediate delivery, with 135 percent lamb crop.

## University Students Participate in Clinic

ONE hundred animal husbandry and meats students and faculty members from nine agricultural colleges participated in the Undergraduate Clinic on live animal and carcass evaluation at Phoenix, Arizona, April 24-26. The clinic was sponsored by the National Livestock and Meat Board in cooperation with Phoenix livestock marketing and meat packing interests.

Schools represented at the Clinic were New Mexico A. & M. College, Montana State College, California State Polytechnic College, Brigham Young University, University of Arizona, Fresno State College, Texas A. & M. College, Arizona State College, and Abilene Christian College.

The objective of this educational excursion was twofold: to aid students in correlating the live animal to its carcass—in other words, relating meat on the hoof to meat on the hook; and to give the students an off-the-campus, on-the-spot chance to learn more about the livestock and meat industry, as well as to discuss employment opportunities with people who are actively engaged in the various segments of the industry.

#### TEXAS

Reports from south Texas indicated 15 to 20 cars of good and choice slaughter spring lambs, weighing 65 to 85 pounds, brought \$22 to \$22.50, and a few cars of good woolled old crop slaughter lambs went at \$19.

Toward mid-April, between 20,000 and 30,000 spring lambs were contracted for delivery in April and May. Mixed lambs in this group sold at \$21, while wethers sold at \$20. Some 10 to 15 cars of good and choice spring slaughter lambs, for immediate delivery, brought \$22 to \$23, while a few cars of good old crop shorn slaughter lambs with No. 1 to 3 pelts went at \$19 to \$20.50. An additional 8,000 to 10,000 good mixed fat and feeder old crop lambs, with fresh shorn No. 2 pelts and weighing 90 to 103 pounds, sold to packer feedlots at \$19 to \$20.50.

In late April, three cars of good and choice 66-pound stocker spring lambs sold for immediate delivery at \$20.50 in south Texas.

#### WASHINGTON

Some 50 head of spring slaughter lambs were contracted in early April for delivery at plant. Choice and prime 93-pound lambs sold at \$26, while high good and choice sold at \$25. Some 1,000 five-year-old whitefaced ewes, with young lambs and out of the wool, contracted for May delivery at \$35 per pair, with extra lambs going at \$7 per head.

Towards the middle of the month, only scattered sales on spring lambs and replacement stock were confirmed. No prices were given.

#### WYOMING

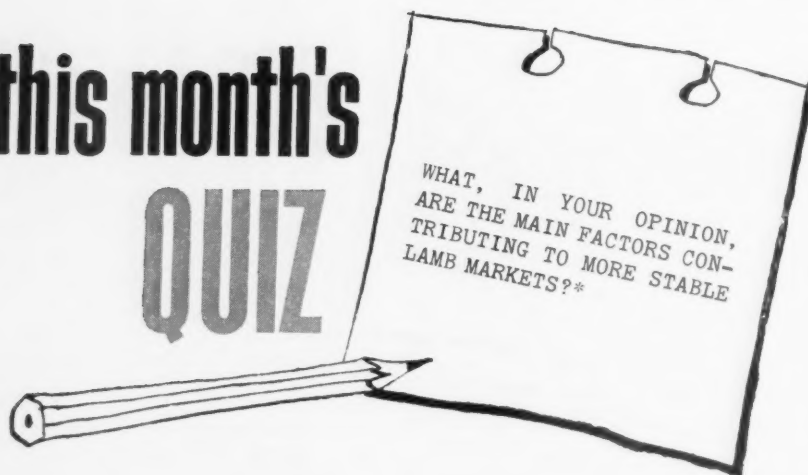
Early in the month 700 ewe lambs, weighing about 90 pounds, brought \$25 per head. An additional 1,500 aged ewes contracted for fall delivery at \$12 each in the southern part of the State.

In mid-April, around 3,000 wether lambs contracted for fall delivery at \$20 each in southwest Wyoming. In the Casper area, 3,000 ewes of various ages and due to lamb in May brought \$32 per head, while a few feeder lambs went at 21.5 cents per pound. In other areas of the State some feeder lambs were sold at 21 cents per pound and 2,300 ewes, 600 of which were yearlings, brought \$31 per head.

In the latter part of the month a few spring lambs were contracted around the Shoshoni area for fall delivery, with wethers going at 21 cents per pound and ewes at 23 cents. Aged ewes throughout the State were selling at \$20 to \$22 per head, with one group of good bred ewes selling in the wool at \$32 each in the Sundance area.



# this month's QUIZ



**I** believe an even supply of lambs to market, at not too heavy weights or over fat, will sell more lambs. Other factors that influence the market are competition with other meats, such as chicken and turkey, which often are produced in surplus amounts and tend to bring down the price of lamb. Imports from foreign countries such as New Zealand and Australia could become very damaging factors to our lamb market if allowed to get out of control.

I believe that finishing lambs at smaller weights and selling at younger ages, more like milk fat lambs—off the ewes at around 85 to 100 pounds—would sell more lambs at a higher price. This would mean some creep feeding of lambs, during seasons such as this, when grass is a little washy and has not received enough sunshine to mature it.

—Glenn Winkler  
Sebastopol, California

**I** think stability in the lamb market is largely due to better distribution. The lambs are not sent to market in "gobs."

There are a few cattlemen going into sheep again slowly.

—Frank S. Gale  
Stoneville, South Dakota

**O**UR advertising campaign is helping, I am sure. Introducing lamb in areas where it has not been called for also helps.

I find that many markets build up a good trade for lamb, then fail to keep it before the public all the time. After a housewife asks for lamb several times and doesn't find it available, she finally gives up and then substitutes other meats, fish or fowl.

—E. V. Wing  
Gerber, California

WHAT, IN YOUR OPINION,  
ARE THE MAIN FACTORS CONTRIBUTING TO MORE STABLE  
LAMB MARKETS?\*

**T**HE lamb promotion program has, I believe, helped to some extent.

The recent lengthy drought depleted range flocks far below normal, and since the recent good rains, most ranchmen are keeping their ewe lambs for replacement, which will cut the salable lamb crop by half.

Good grass conditions, too, have caused more orderly marketing.

—John Alexander  
Cherokee, Texas

**I** think the lamb promotion program is well worth while and stands as the No. 1 factor in stabilizing the market. Of course, the beef and hog markets have helped too.

Riverton, Wyoming, is in the heart of the sheep raising industry. There are several stores in town, but I would be willing to bet that there is only one store that sells lamb.

I have an "Eat More Lamb" sticker on the bumper of my car. Yesterday a man asked me, "What have you got that on there for? I like lamb, but there is not a cafe in town that serves it."

I think that a lot more lamb would be eaten if they could get it. Also, I think that we need more education on how to cook lamb. So many people shy away from lamb after having it cooked for them while in the Army or Navy. It took a long time for me to eat it after four years in the Navy. The Armed Forces could use a lot more lamb if it were properly cooked.

—Ray E. Guthridge  
Riverton, Wyoming

**T**HE main factor contributing to more stable lamb markets, I think, is the keeping of more ewe lambs for replacements.

—John Fortune  
Quinn, South Dakota

**I** think the lamb promotion campaign has helped remove prejudice against lamb. But the present good prices are due partly to the demand for ewe lambs to restock after the drought years. Many whitefaced ewe lambs from this area never reached the terminal markets. The wool subsidy may be a factor in withholding ewe lambs. I am not at all optimistic as to the future lamb market when this sheep build-up runs its course. High beef and pork prices have probably given lamb a chance with the average economical housewife.

—Mark Gudmundson  
Riverton, Wyoming

**I** think we would have more stable lamb markets if we had greater numbers so packers would have volume and supply for all retail sections.

—A. S. Boyd  
Baker, Oregon

**I** believe the two main contributing factors to more stable lamb markets are the promotion program on dressed lamb and the fact that more people are having their lambs come at different times of the year. In my case, one other factor was involved. I roughed the lambs later in the fall and tried to have them fat for the February and March markets.

—Frank O. Goddard  
Blunt, South Dakota

**I** think the promotion program is having some effect on stabilizing the lamb market. Also, the need for more replacement stock will have a beneficial effect on the market.

—Ed. C. Phillips  
Idaho Falls, Idaho

**I** don't know too much about this. However, the wool grower should work for a stable market, since most things he buys have a set price. A more even marketing seems to be the thing producers and feeders could best accomplish. Also, a study of integrating contracts might be of value.

—Douglas Gilger  
Belle Fourche, South Dakota

**I** believe this to be true because of the fewer lambs raised in immediate past years due to the drought. Also, we have more order buyers and fewer speculators buying our lambs. The recent increase in lamb advertising has helped, too.

—U. John Zuberbueler  
Comstock, Texas

\*EDITOR'S NOTE: In sending out requests for answers to this question early in April, we added this P.S.: "We hope, of course, there won't be a serious break in the lamb market before the May issue comes out." This hope was of no avail—see lamb market report.

## Special Session . . .

(Continued from page 8)

### CANCELLATION OF MIDSUMMER MEETING

Since current Association problems had been so thoroughly handled, the Executive Committee decided that the regular midsummer meeting scheduled for San Francisco should be canceled, and the calling of the next Executive Committee meeting was left to the discretion of President Clyde.

### South Dakota Auxiliary Anticipates Busy Year

**G**REETINGS from the South Dakota Auxiliary! Our organization is looking forward to its most active year. Our Contest Director, Mrs. George Erickson, has just finished a tour of the State, conferring with the district directors. On April 11-12 she attended the Home Economics Teachers Convention, held in Mitchell, South Dakota. She took with her 200 favors promoting the Make It Yourself With Wool contest to be used at the banquet.

An opportunity to publicize both the Make It Yourself With Wool contest and Eat More Lamb program was presented when the Auxiliary sponsored a booth in the Hobby Show held in Belle Fourche in March. Each division of the contest was exhibited with a garment which had been entered in that class. A large map showing the districts and naming the directors for the district was exhibited. The showing of scrap-books drew much attention and many names of prospective entries were recorded. The lamb program was prominently displayed with posters, and recipe books. We felt that the booth created more awareness of the work of the Auxiliary, and because of its success we are planning to have another booth at the State Fair in September.

At the spring meeting a drawing was held of the names of all paid-up members. This encouraged more members to join and created an interest. A lamb baked by Miss Velma Newland was the prize and won by Mrs. R. A. Smiley of Belle Fourche. The second prize, a toy poodle made of wool yarn, was won by Mrs. Frances Murphy of Hermosa.

Mrs. Rudie Mick, National Auxiliary president; Mrs. Leslie Hinbaugh, South Dakota president, and Mrs. George Erickson, State contest director, reported the National Wool Growers Convention in Phoenix, Arizona, in January.

—Mrs. David Heinbaugh, Secretary  
South Dakota Auxiliary

One of a series of "Taste Adventures With Lamb" by A.S.P.C.



### LAMB RIBLETS SWEET 'n SOUR

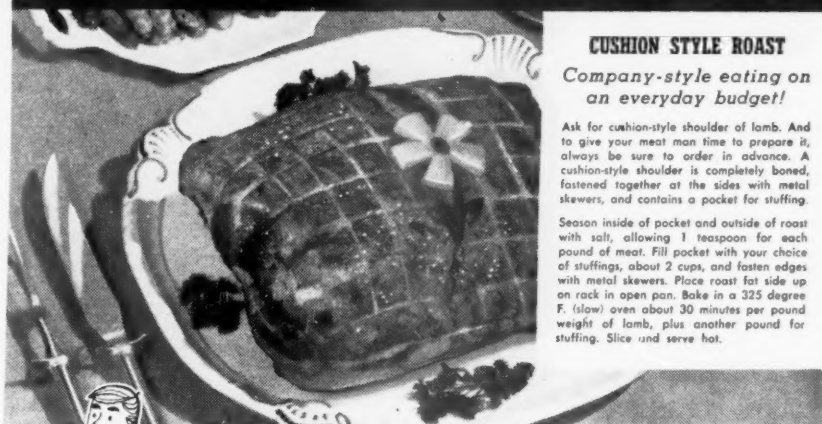
A Prize-winning  
Oriental Dish

For four servings, have 2-pounds lamb riblets cut in halves. Place in kettle containing 4 cups boiling water. Add teaspoon salt. Simmer 1 hour in covered kettle. Drain. Brown lamb slowly in 1 tablespoon peanut or vegetable oil. Mix sweet 'n sour sauce and add to browned lamb, continuing to cook and stir until sauce is transparent. Add 1/4 cup diced onion, 1 cup thinly sliced carrots, 1 cup pineapple, 1 green pepper, 6 sliced sweet pickles. Let simmer until vegetables are tender. Serve with steamed rice and fried noodles.

#### Sweet 'n Sour Sauce

Mix together:	2 tbs. soy sauce
1 clove garlic	1/4 cup vinegar
mashed with	1/2 cup cold water
1/2 tsp. salt	1 cup pineapple juice
1 tsp. mono-sodium glutamate	1 bouillon cube (chicken or beef)
2 tbs. cornstarch	dissolved in
2 tbs. brown sugar	1/4 cup boiling water

## Zesty Taste Adventures with LAMB



### CUSHION STYLE ROAST

Company-style eating on  
an everyday budget!

Ask for cushion-style shoulder of lamb. And to give your meat man time to prepare it, always be sure to order in advance. A cushion-style shoulder is completely boned, fastened together at the sides with metal skewers, and contains a pocket for stuffing.

Season inside of pocket and outside of roast with salt, allowing 1 teaspoon for each pound of meat. Fill pocket with your choice of stuffings, about 2 cups, and fasten edges with metal skewers. Place roast fat side up on rack in open pan. Bake in a 325 degree F. (slow) oven about 30 minutes per pound weight of lamb, plus another pound for stuffing. Slice and serve hot.



### LAMB...and GOOD NUTRITION

Lamb rates high among dietitians and other nutritional authorities. This is because lamb is rich in food elements that *must* be present in every well-balanced diet.

Lamb is an excellent source of complete, high-quality protein—the kind that children need for growth and that everybody needs for the repair and replacement of body tissue. Lamb also is rich in blood-building food iron and B vitamins. It is not only good eating, it is *good nutrition*.



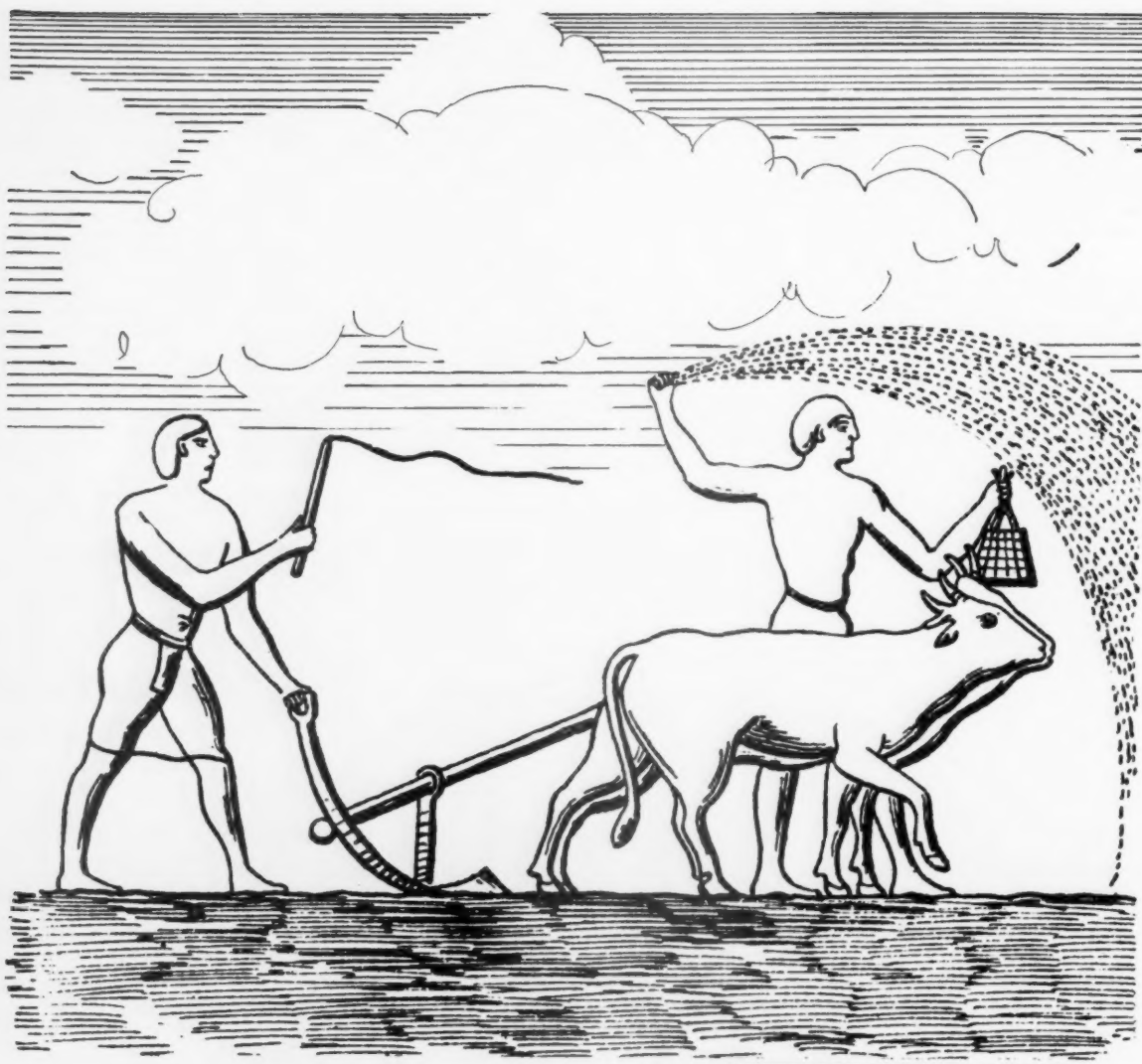
#### FREE RECIPES,

giving many new and different taste adventures with lamb, are now at most meat markets. Or write LAMB, 18 East 2nd Ave., Denver, Colorado.

*Lamb is delicious so many different ways*

BW-6-57

NUMBER SIX OF A SERIES of ads placed in some of the Nation's leading newspapers is shown above. The advertisement was placed for the American Sheep Producers Council, Inc., by its advertising agency. This is the sixth in a group of advertisements being reprinted by your NATIONAL WOOL GROWER.



## SPRING PLANTING 1958

( B.C., THAT IS )

And come harvest time, you can be sure a good part of the Egyptians' crop was put away for the future. Some things about farming have always been the same, including the farmer's need for a dependable reserve.

That's why so many modern American farmers save the U.S. Savings Bond way. Savings Bonds are guaranteed by the U.S. Treasury itself. And the Treasury replaces your bonds should they be lost, burned or stolen.

What's more, a new higher interest rate of  $3\frac{1}{4}\%$

The U.S. Government does not pay for this advertising. The Treasury Department thanks, for their patriotic donations, the Advertising Council and

makes all your plans for the future come true sooner than ever.

So see your banker soon for details on Series "E" and Series "H" Bonds. Whichever you choose, you'll be investing in your own and your country's future when you buy U.S. Savings Bonds.

*For the big things in your life, be ready with*

### U. S. SAVINGS BONDS

## THE NATIONAL WOOL GROWER





# Around the Range Country



AROUND THE RANGE COUNTRY GIVES OUR READERS A CHANCE TO EXPRESS THEIR OPINIONS ABOUT ANYTHING PERTAINING TO THE INDUSTRY OR ABOUT LIFE IN GENERAL. IN OFFERING THIS SPACE FOR FREE EXPRESSION OF THOUGHT, THE NATIONAL WOOL GROWER ASSUMES NO RESPONSIBILITY FOR ANY STATEMENT MADE. THE STATEMENTS ABOUT THE WEATHER AND RANGE CONDITIONS ARE TAKEN FROM THE U. S. WEATHER BUREAU REPORT FOR THE WEEK ENDING APRIL 21, 1958.

## PASTURES

Although range growth was slowed somewhat by cool, wet weather during the week in the coastal section of the Pacific Northwest, pastures in that area are well advanced for the season with green forage plentiful. Elsewhere in the western half of the country, the warm, dry week stimulated development of range grasses, with pastures and ranges reported in good to excellent condition. The livestock situation is also generally good in the West. Arizona reported that cattle are in the best condition since 1940. Excellent pasture and range feed has maintained a strong demand for sheep and cattle in Texas.

## CALIFORNIA

**Sebastopol, Sonoma County**  
April 18, 1958

It does not look too good for sheepmen in this area right now. Wool is not selling very well and lambs may not get fat. I know of no recent transactions in either wool or lamb.

We started shearing here about three days ago. The shearing contract rate calls for 53 cents per head and this includes shearing and tying. Shearers get 53 cents without board and 48 cents with it.

Although we had enough help during lambing, we had some pretty rainy weather and came out with a few less lambs saved than we normally average.

The weather has picked up and since April 1 has been good. Grass on the range lands is a little soft for this time of year though.

—Glenn Winkler

**Gerber, Tehama County**  
April 9, 1958

Severe storms have cut lambing percentages here. We have had unusual lamb losses due to high water caused by heavy rains. Sheep wintered only fairly well because of heavy rains which were very hard on ewes and lambs.

The weather and feed conditions on the range have been very good since April 1. Lambs are now on the best

feed in San Joaquin County in many years.

We plan to shear our sheep about April 15, weather permitting. The contract rate for shearing runs about 56 or 57 cents. This includes payment to the shearers, 10 or 11 cents for the plant, three cents for tying, three cents for sacking, three cents for wrangling. The contractor also pays the social security and compensation insurance. Shearers receive 35 cents with board and 40 cents without.

There haven't been any 1958 lambs contracted in this area yet. Some old-crop, feeder lambs are being sold for 22 cents per pound. No yearling ewes have been sold, but we are asking between 25 and 30 dollars for woolled ewes.

—E. V. Wing

**Red Bluff, Tehama County**  
March 28, 1958

First let me congratulate you on the very enlightening issue of March, 1958.

External parasites are not a problem in our area. Our problem is the inability of some of our chosen representatives in government to appreciate and recognize the necessity of an equalizing factor, whereby the American producer is not subjected to conditions which make his existence impossible.

Many California summer ranges have ceased to exist as stock ranges due to too much brush and little trees.

In the last one hundred years our grasslands have deteriorated to a small part of their normal carrying capacity. And, there is no logical reason to try to restore them when we have to compete with products raised in countries with low taxes and standards.

Ours has been the law of diminishing numbers of livestock and stockmen. It is not uncommon to see the lamb lying down beside the calf in our part of California.

Just the other day, one of our very best sheepmen plowed up permanent pasture to plant prune trees. The electricity was not too high, just the lamb gain could not be sold for enough to

make a little money on the land, labor and capital expended.

It appears to me that we must broaden our horizon and realize that when a woolen mill closes and the worker's fire goes out in his house, it will affect the amount of money we will receive for our wool. We must realize that we no longer may expect to make a success of the sheep business unless we spend a lot of time and effort, in any way at our disposal, to show the American buying public we only want the right to live in an American way. If we are to contribute anything, we must recognize the other fellow's problems and try to help as well as be helped ourselves.

—Hillman Willard

## COLORADO

**Norwood, San Miguel County**  
April 15, 1958

Our weather, until recently, has been cold with light showers and snow flurries. The weather is nice now, but feed on the range is slower than last year.

The sheep wintered very well. We had some unusual losses, but they were caused by dogs rather than the weather. Supplemental feeding ran about the same as last year.

Sheep in our section of the country have already been shorn. Shearing contract rates called for 38 cents per head and that included all labor. I heard, though I am not sure, that shearers were paid 20 cents per head with board. I don't know how much pay was without board.

There have been some recent wool transactions in the area. Most big lots are selling for around 42 cents. Small lots are going for 40 cents and down. These lots are mostly one-half blood through fine, with some three-eighths blood. One lot of about 2,000 fleeces, mostly fine and one-half blood, sold for 44 cents.

We have just started lambing. We have had a good beginning, weather-wise, and have sufficient help.

—A Reader

*Premium Quality*  
**Registered Columbias**

See my consignment at the  
National Ram Sale

**Byron Killian**

Salem

Utah

**COLUMBIA SHEEP**

*The All American Breed*



- For weight & quality fleece
- For ewe lamb replacements

**USE COLUMBIA RAMS**

**COLUMBIA SHEEP BREEDERS  
ASSOCIATION OF AMERICA**

P. O. Box 315, Logan, Utah  
Mr. Alma Esplin, Secretary

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Please Mention the  
NATIONAL WOOL GROWER

*"Always 100% Virgin Wool"*

**Pendleton**

**MEN'S AND WOMEN'S  
SPORTSWEAR**

**LOUNGING ROBES**

**BED BLANKETS**

**RANCHWEAR**

**Pendleton Woolen Mills**

Portland 4, Oregon

**Craig, Moffat County**  
April 10, 1958

Last year was our best year in the sheep business for the past four years. This year, our sheep have wintered better than average and have suffered no unusual losses. We haven't had to do as much supplemental feeding.

Since April 1, I would say the weather has been warmer than normal, with more than average moisture. We have had plenty of help for lambing and the number of lambs saved so far per 100 ewes is near normal.

Shearing is starting now. The contract rate for shearing is about 40 to 50 cents, including shearing and sacking. Shearers are being paid 20 to 30 cents with board. I don't know what is being paid without board.

I understand there have been some wool consignments made in the area; also some wool has been selling for around 40 cents. Some yearling ewes have been offered for sale between \$27 and \$36. The same price holds for crossbred (whitefaced) yearling ewes.

—H. G. Culverwell

**IDAHO**

**Carey, Blaine County**  
March 10, 1958

Our greatest loss in this country is caused by dogs. The other night they killed five husky lambs and chewed up 17 more. A valuable bird dog and a town dog, which nobody seemed to claim, got killed in the stampede. These dog killings happen every year. It seems like there should be something done about it.

I can't say what the condition of the feed on the spring range is. We stay on the feed lot until around April 4. Our sheep have wintered well though, above normal.

We have finished lambing here. The weather was above normal. We were able to save about the same number of lambs per 100 ewes as we did last year. Lambing help was scarce.

The price on alfalfa hay is lower than it was last year, running \$10 baled and \$8 loose.

We won't start shearing until around the middle of May.

—J. E. Peterson

**Idaho Falls, Bonneville County**  
April 15, 1958

Most of our lambing is over. The percentage of lambs saved so far is as good or better than average. We had sufficient help to complete the operation.

We've had cold weather so far for April, but hope for warmer days ahead. The sheep wintered very well and suffered no unusual or heavy losses. Hay

is plentiful. We used one-half to two-thirds pounds of supplemental feed per day.

There has been no shearing done as yet; that is handled mostly in June.

—Ed C. Phillips

**MONTANA**

**Barber, Golden Valley County**  
April 12, 1958

We've had excellent weather during lambing. There was also plenty of help and we saved a greater number of lambs so far, per 100 ewes, than we did last year.

We have also completed half of our shearing, with the other half to be done in June. We are paying shearers 35 cents with board and 40 cents without, but I don't know what the contract rate is for shearing.

The weather here has been excellent. Green grass on the range is about two weeks earlier than usual.

—Melvin H. Bartz

**NEW MEXICO**

**Hagerman, Chaves County**  
April 14, 1958

A mild winter and an above average supply of moisture have given wool growers more confidence than any year since drought developed in this part of New Mexico.

We look forward with hope for the continuation of the wool act and wider distribution of lamb. The lamb feeders had a very successful feeding season, which should help to make feeder lambs sell at good prices.

Our weather since April 1 has been exceptionally good. The sheep have come through the winter in fine shape and have suffered no unusual losses.

We have completed shearing operations. The shearing contract called for 35 cents without board. Lambing is also about half over. We have sufficient help, but the weather, so far, has been only fair.

There have been both some wool and lamb transactions in the area. Prices ranged from 33 cents for heavy shrinking to 45 cents for light shrinking wools. Fat lambs sold from 20 to 23 cents per pound. Some yearling ewes went for \$24.

—J. P. Casaboone

**OREGON**

**Baker, Baker County**  
April 21, 1958

We haven't started shearing in this area yet, but intend to about the 25th, if the weather permits. We've started lambing, and had to put up with wet

weather and lots of mud. However, the number of lambs saved was about as usual.

There have been some 1958 lambs contracted in our area. Fine-wooled ewe lambs have sold for 24 cents per pound; wethers have been going at 18.5 to 20 cents, and mixed lots have sold at 21 cents. There have also been some sales of yearling ewes at \$28, out of the wool.

We have had above average rainfall and range feed conditions are very good. We wintered very well. We fattened lambs and our gains were very good. We use supplemental pellets, which consisted of 67 percent alfalfa and 33 percent concentrates.

—A. S. Boyd

**Telocaset, Union County**  
April 9, 1958

Weather and range conditions since April have been very poor. The grass has been very slow in starting, in spite of lots of moisture.

The sheep wintered only fairly, not as well as last year. Losses were not bad, though there has been a lot of paralysis. We also had to do more supplemental feeding than last year.

Sheep in this vicinity will not be shorn until May. The shearing contract calls for 40 cents per head. This includes the furnishing of machinery and shearing. Shearers will be paid 30 cents per head plus board. I do not know what the price of shearing will be without board.

We have finished lambing and the whole district did much better than last year on the number of lambs saved. We had sufficient help and the weather was very nice.

I have not heard of any lamb or wool transactions in the area. I understand there have been offers made of 40 cents per pound on wool and \$30 per head on yearling ewes, but I haven't received any offers.

—R. C. Black

#### SOUTH DAKOTA

**Blunt, Hughes County**  
April 15, 1958

We have had only one good rain this spring and need more for rapid pasture growth. My sheep came through the winter in good shape on alfalfa and a little native hay. We used less supplemental feed than usual and had no heavy losses.

I switched from lambing to raising yearling ewes to solve the help problem and get away from the high depreciation on breeding ewes. I have ewe lambs, which I bought last fall and intend to sell this fall as breeding ewes. So, I have no lambing problems.

However, we did have good weather during the lambing season and most sheepmen were able to save above the average number of lambs.

There has been some shearing in the area, though most of it will be done around June 1. The contract rate for shearing is 45 to 50 cents per head and includes only shearing. Shearers will be paid 45 cents with board and 50 cents without.

There have been no wool or 1958 lamb transactions in the area to my knowledge.

—Frank O. Goddard

**Belle Fourche, Butte County**  
April 15, 1958

The wool market is our biggest prob-

lem now. We hope it returns enough to help with some of the expenses.

Both weather and range feed conditions have been fairly good since April 1. We had half an inch of moisture early in April and the grass is now good. The sheep also wintered well, with no unusual losses. We used less supplemental feed due to the open winter.

We are about 50 percent through with

**PANAMAS — For top-quality wool and lamb production. We'll have an outstanding consignment at the National.**

**JOE HORN**  
Route 2      Rupert, Idaho



**Get EXTRA BENEFITS  
at NO EXTRA COST!**

Eliminate  
Worms  
with

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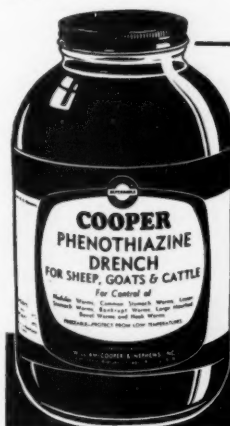
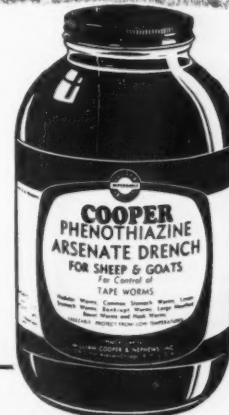
*Mineralized*  
**PHENOTHIAZINE  
DRENCHES**

**Fortified With Blood-Building Trace Elements  
To Speed Recovery — Improve Production**

Now! Get rid of internal parasites AND help overcome after-effects of heavy worm infestation — all with one proven formulation. COOPER Phenothiazine Drenches safely, effectively eliminate livestock parasites that cause weight losses and lower resistance to diseases. COOPER Drenches are *Mineralized* with blood-building iron, copper and cobalt to give your animals the "pick-up" they need after worming. Specially desirable in areas deficient in these trace elements.

**Easy to Use — Exact Dosage Assured.**

COOPER Drenches are *Homogenized* so there's no caking, minimum settling. You save time, dosing is easier and you're sure of giving a uniform, accurate dose to every animal. You pay no more for COOPER Mineralized Drenches. So why take less? Ask for COOPER Phenothiazine Drenches at your favorite dealer.



**COOPER  
Mineralized  
Phenothiazine Drench**

For sheep, goats, cattle. Expels nodular worms, common stomach worms, bankrupt worms, large-mouthed bowel worms and hook worms.

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Phenothiazine/Arsenate Drench**

For sheep and goats. Expels TAPEWORMS, nodular worms, common stomach worms, lesser stomach worms, bankrupt worms, large-mouthed bowel worms and hook worms.

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shearing. The other 50 percent of the sheep will be shorn in early June. Shearing contract rates call for 40 cents per head and includes shearing, tramping and tying. Shearers are paid 35 cents with board.

—Douglas Gilger

#### Quinn, Pennington County

April 12, 1958

We have had no coyotes, as yet, to bother the sheep, but the 1080 bait did no good here this past year.

Shearing will be done in June. We are trying to get Mexicans to handle that work. They will furnish all the labor, we pen the sheep.

Range feed conditions and the weather have been very good here since April 1. My sheep came through the winter well, with no unusual losses.

—John Fortune

#### TEXAS

#### Cherokee, San Saba County

April 14, 1958

We are presently about half finished with shearing. The shearing contract rate here calls for 28 to 30 cents, and includes shearing and sacking. Shearers are paid 20 cents with board and 22 cents without.

The processing situation of Mexican Nationals is most unsatisfactory at present.

There have been a few contracts issued on 1958 lambs and some very spotty transactions on wool. Milk fat lambs have been selling for \$24.75 per cwt. Old-crop lambs have been going at 22.5 cents per pound; feeder lambs at 19 to 20 cents; fine-wooled ewe lambs at 22 cents; crossbred ewe lambs at 21 cents and mixed lots at 20 cents. In wool, there have been very few clips sold, but those few were priced around 46 cents.

We have a much better lamb crop this year than in 1957. The weather was good during lambing and there was sufficient help. Weather and range feed conditions have been excellent since April 1. We had plenty of rain and no supplemental feeding was necessary. The sheep wintered well.

—John Alexander

#### Comstock, Val Verde County

April 18, 1958

About 100,000 pounds of eight months' (1958) wool sold recently at 45 cents per pound. However, the wool market is very sluggish, with very little activity in the country (warehouses).

Shearing in this section has been completed. Contract rates were 22 to 24 cents per head, with shearing, wool

picking and wool packing included in the contract. Shearers were paid 14 cents per head with board.

Range feed conditions and the weather have been good, with the weather a bit cooler than normal. We had no unusual losses during the winter and did not have to rely on supplemental feed.

Lambing was also very successful this year, with a much higher number of lambs saved. The weather was about average and plenty of help was available.

There have been some lamb transactions in the area. Mixed lots, for delivery in August and September, have sold for 20 cents per pound. Some fine-wooled yearlings have been sold for \$23 to \$25 per head.

—U. Johnnie Zuberbueler

#### WYOMING

#### Mountainview, Uinta County

April 10, 1958

It has been quite cold here and there is still quite a little snow on the ground. However, my sheep wintered well and there were no unusual losses. We did have to do more supplemental feeding than we normally do, though.

Shearing in this area will start about May 10 and run until July 1. Shearers will be paid 40 cents plus board.

There have been some recent sales of crossbred (whitefaced) yearling ewes at \$27.50 per head.

—Jesse Graham

#### Riverton, Fremont County

April 15, 1958

I have only a small farm flock of 120 sheep. I am not qualified to comment on range flocks. However, it took us about 10 days to lamb. We averaged about the same or a little bit better on the number of lambs saved this year.

Some farm flocks in the vicinity have been shorn, but no range flocks have, as yet. The contract shearing rate which we paid was 46 cents per head, plus board. This included shearing, tying and sacking.

The weather since April 1 has been moderate, with enough moisture to start grass on the ranges. My sheep came through the winter in excellent shape.

—Mark Gudmundson

#### Riverton, Fremont County

April 9, 1958

We need more widespread education on how to cook lamb in a more appetizing way. If more people tasted lamb cooked the way it should be, we could double our sales.

We've had rain, wet snow, wind and muddy roads since April 1. The grass is just beginning to show. My sheep wintered well because of the winter,

which was the mildest I've ever seen here. We've had to do about the same amount of supplemental feeding as last year. We've been feeding a half pound of cake since March 1.

We started lambing on April 1. The number of lambs saved is better than last year due to the use of terramycin for scours. We've had wet snow and wind during lambing, but have been able to secure some part-time help.

We started shearing March 20. The contract rate for shearing is 46 cents, which includes tying and stamping. Shearers are paid 35 cents with board and 40 cents without.

There have been some crossbred yearling ewes sold at \$30 per head.

—Ray E. Guthridge

#### McKinley, Converse County

April 17, 1958

We are having beautiful weather here. Grass is greening up and with another week's warm weather, we will have plenty of green grass. There are some dry spots in the Big Horn Basin. While they have enough moisture there to start the grass, they will need additional amounts to keep it growing.

Reports indicate that the early lamb crop has been better than usual. We do not have very many early lambers in Wyoming, but the reports I get indicate they have had more twins and triplets this year than for several years past.

—J. B. Wilson

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# Breeders Directory

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ELKINGTON BROS.  
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Collinston, Utah  
HANSON, MARK B.  
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HOWEY, VERN  
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Salem, Utah  
LIND & SONS, ELMER  
Vernal, Utah  
MARKLEY & SON, J. P.  
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MARQUISS, DON & R. B.  
Gillette, Wyoming  
MT. HAGGIN LIVESTOCK CO.  
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NORDAN, L. A.  
711 Ranch, Boerne, Texas  
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Nade, Wyoming  
SHOWN, R. J. (BOB)  
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Cambridge, Idaho  
COGHILL, LOUIS W.  
Steamboat Springs, Colorado  
CURRY, S. E.  
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